

0976478-050101

FIGURE 1:
SYSTEM CONFIGURATION

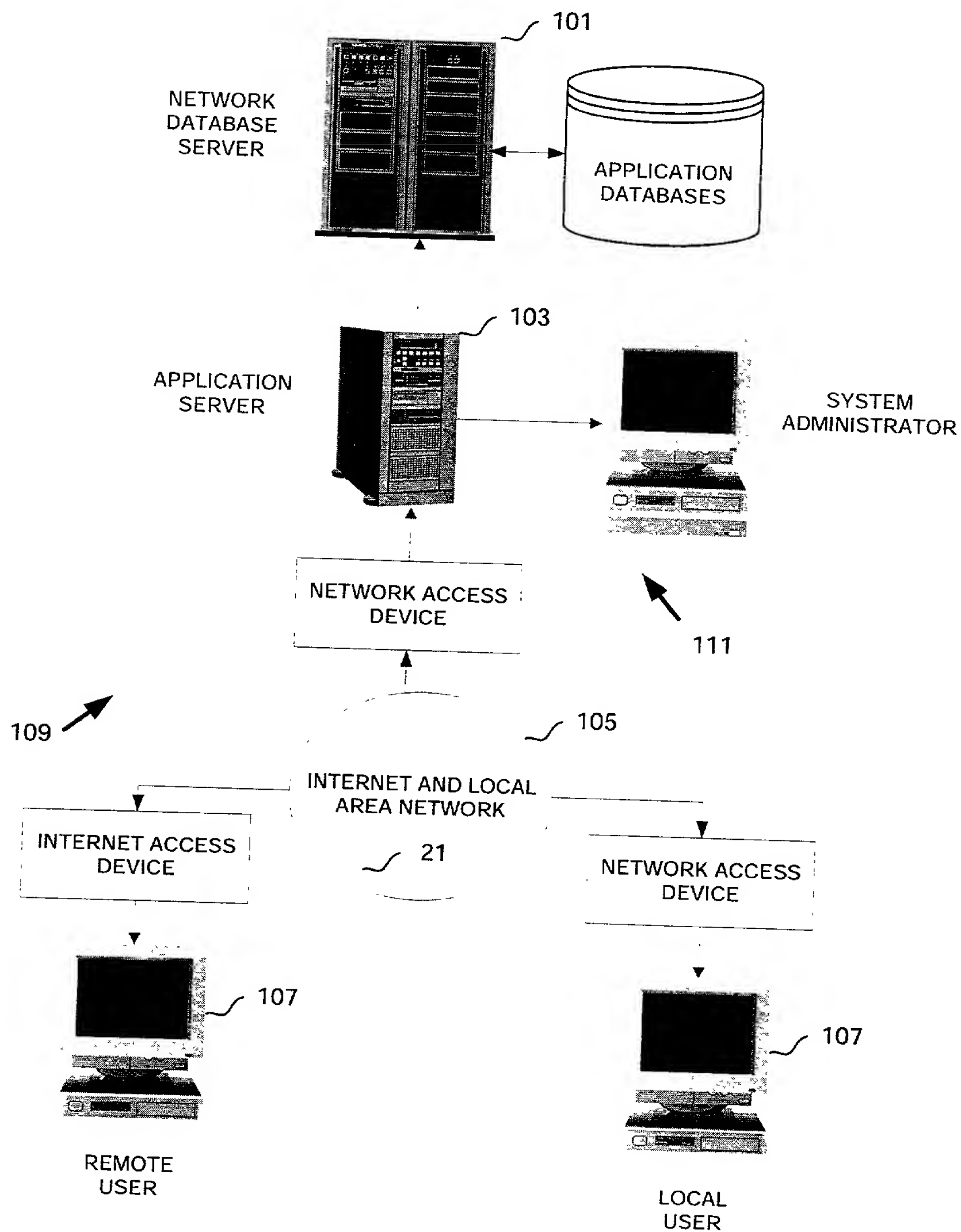
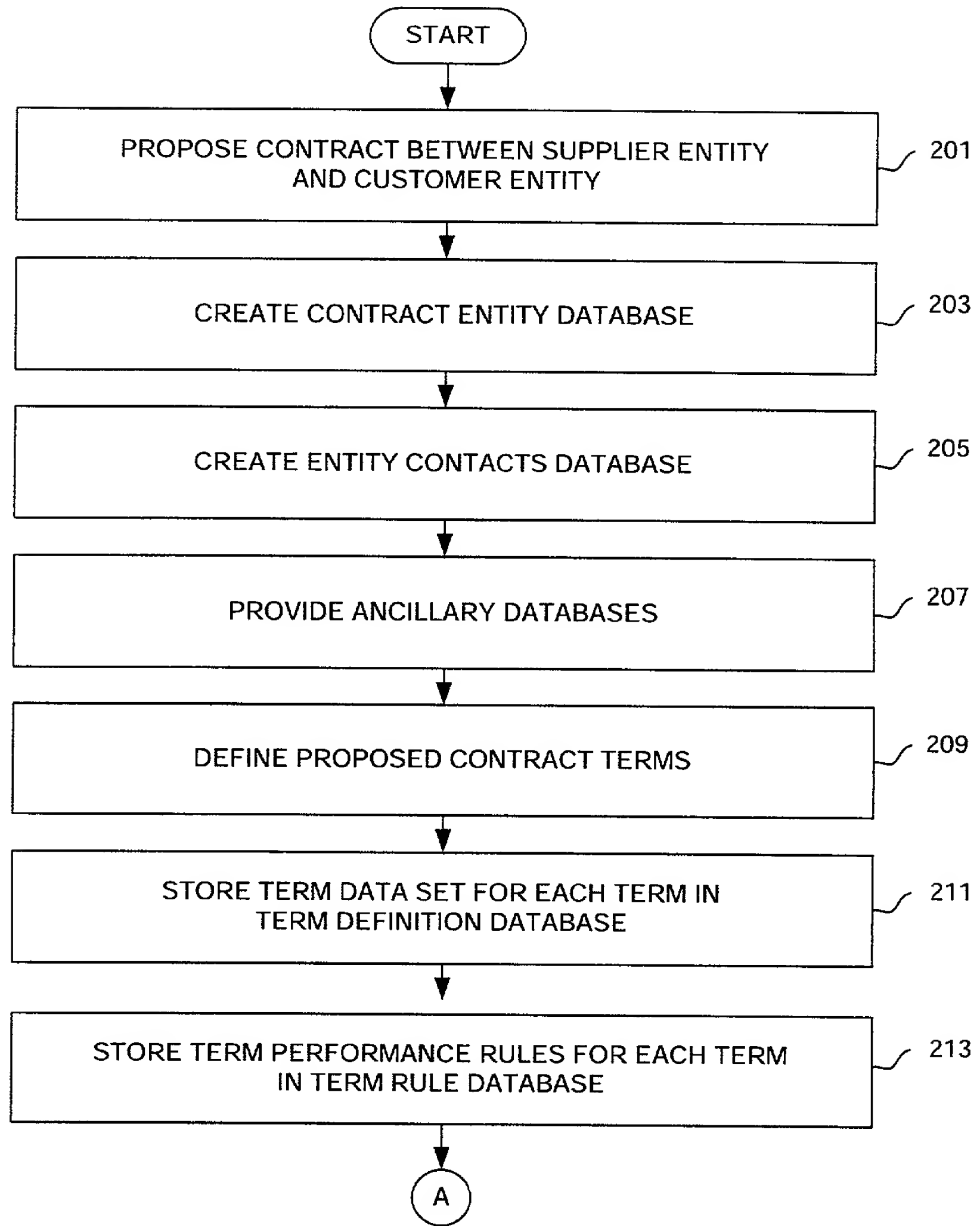


FIGURE 2.A:
METHOD OF GENERATING A CONTRACT



09764178 060701

FIGURE 2.B:
METHOD OF GENERATING A CONTRACT

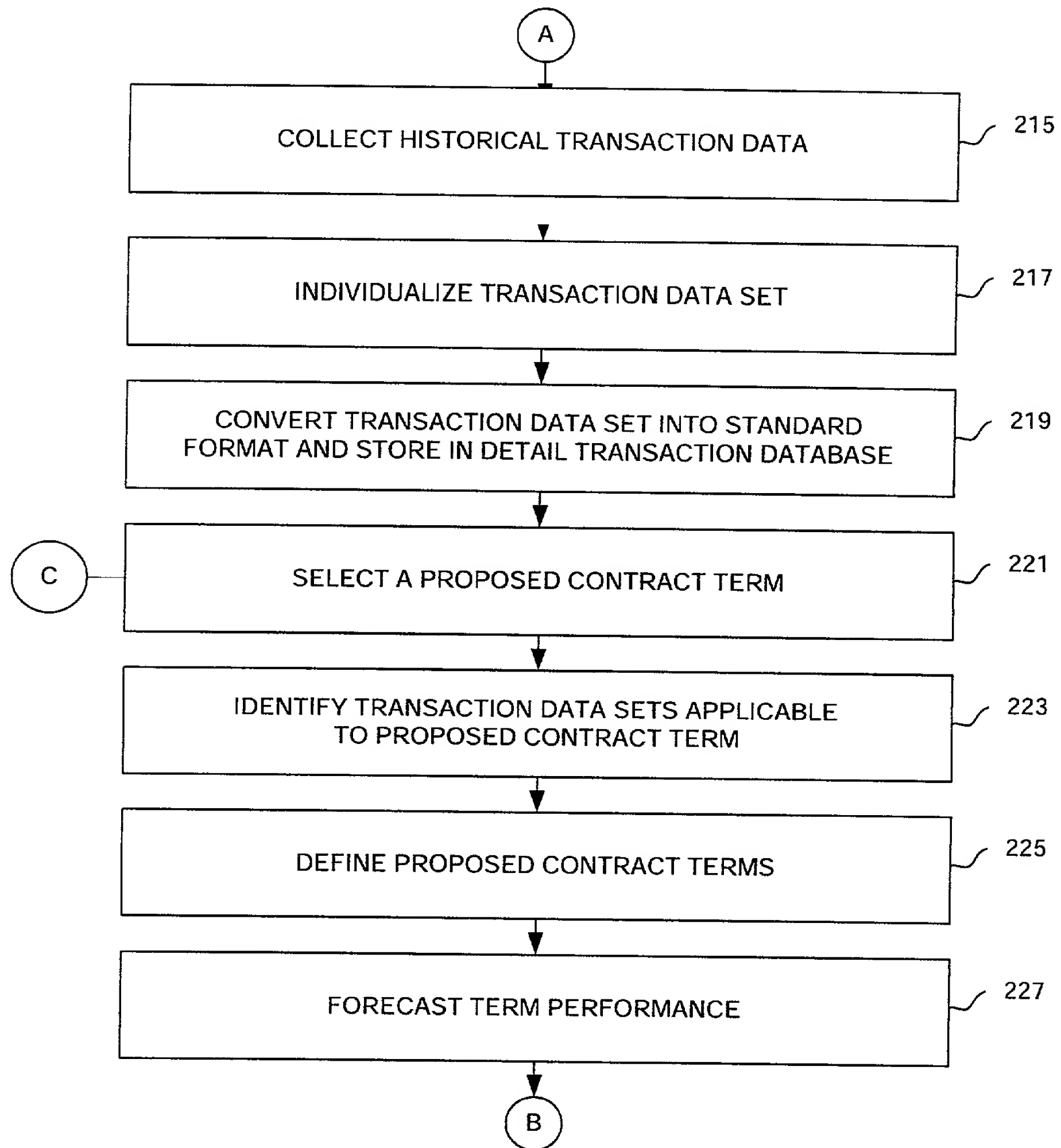


FIGURE 2.C:
METHOD OF GENERATING A CONTRACT

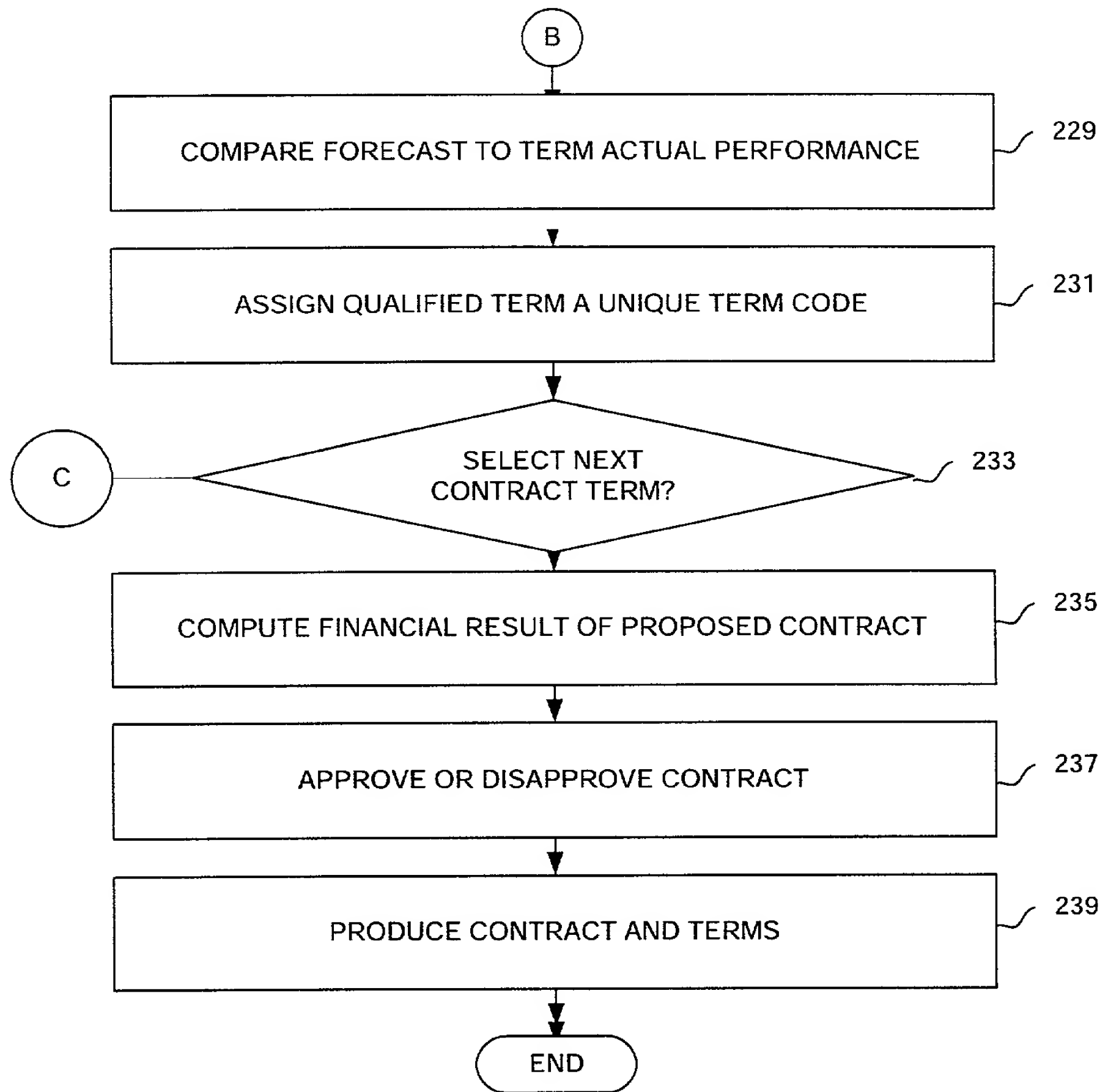


FIGURE 3:
COMPUTER PROCESSOR AND DATABASES

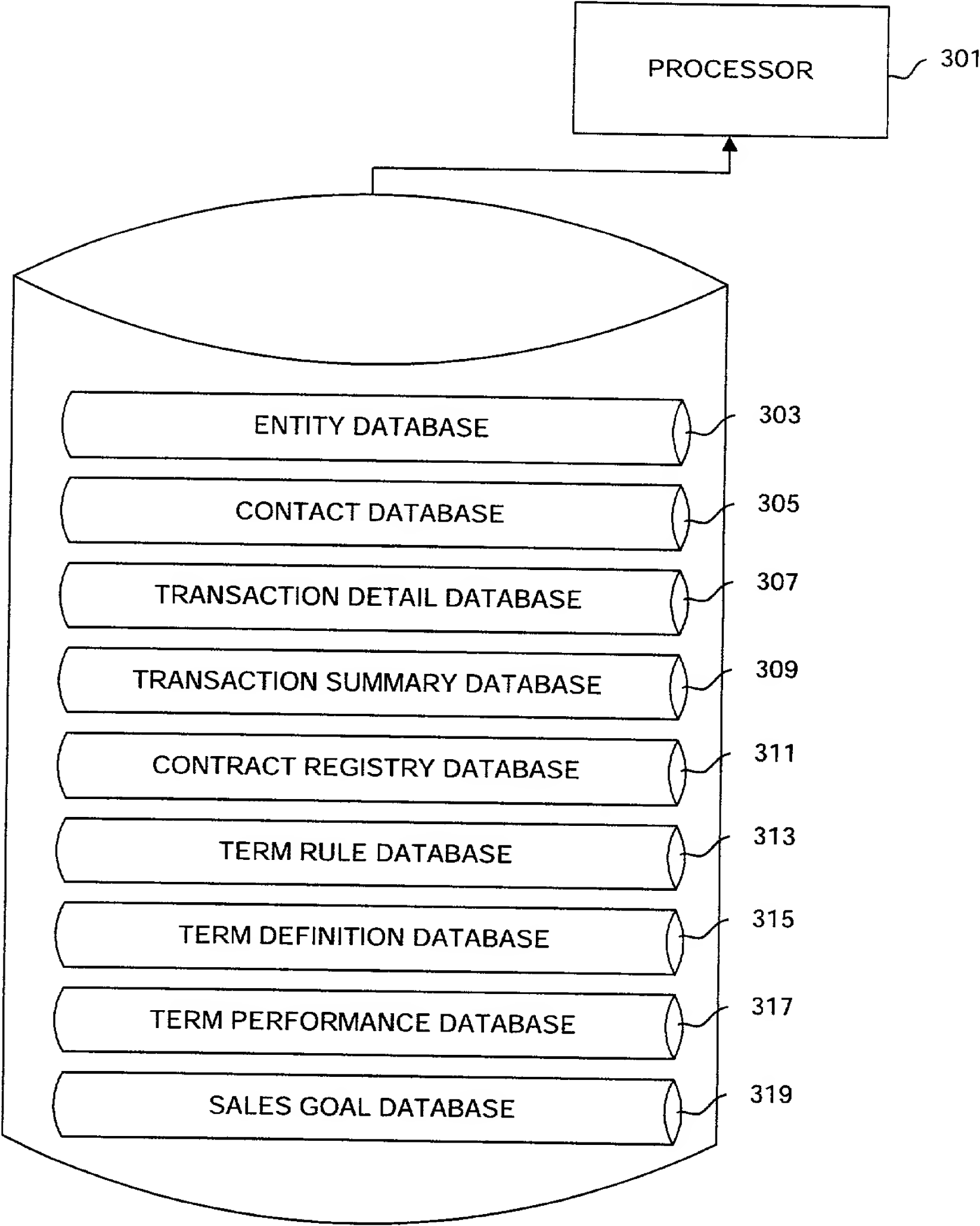


FIGURE 4.A
CONTRACT-DESIGNATED TRANSACTION

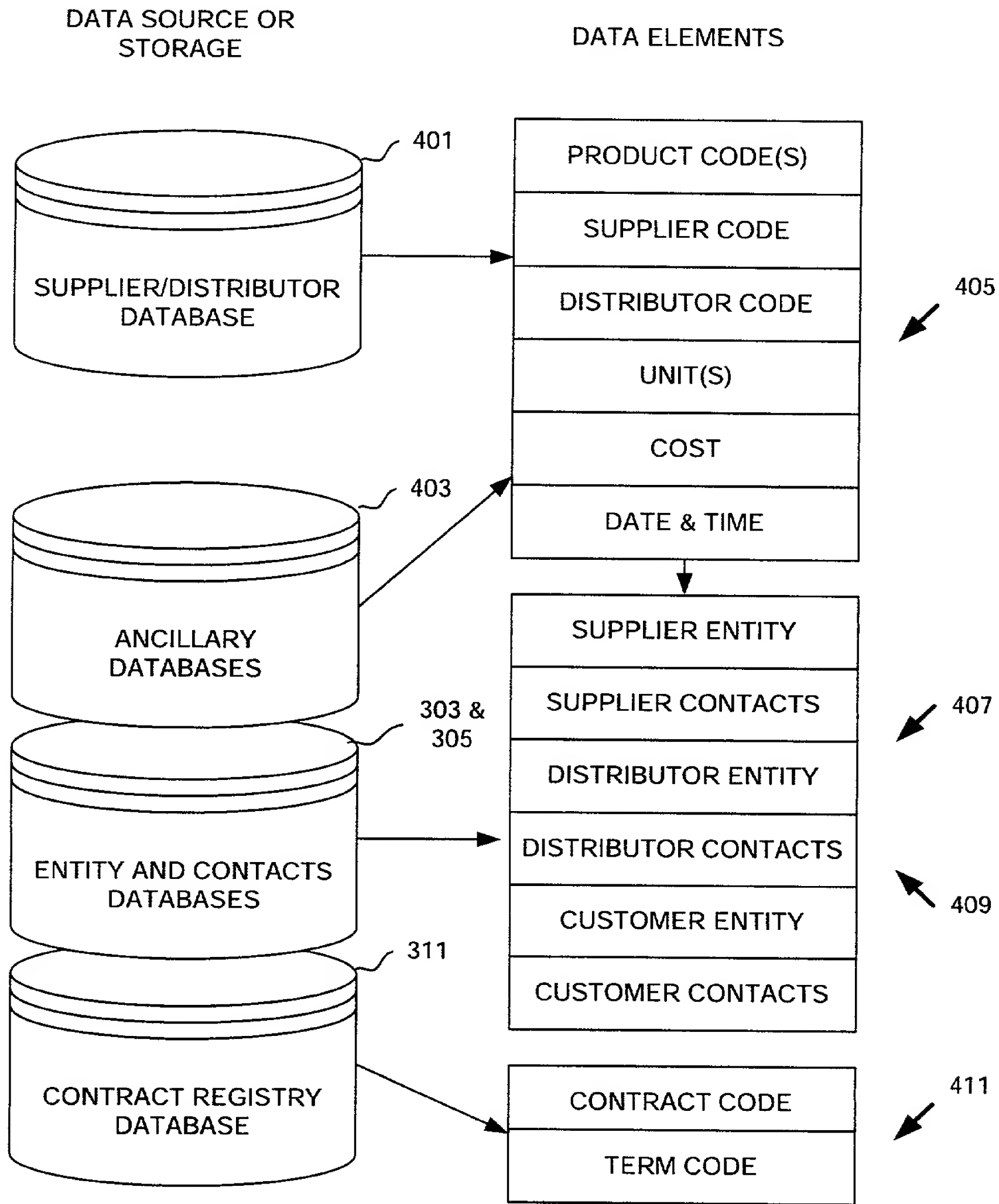


FIGURE 5.A
INPUT CONTRACT ENTITIES AND CONTACTS

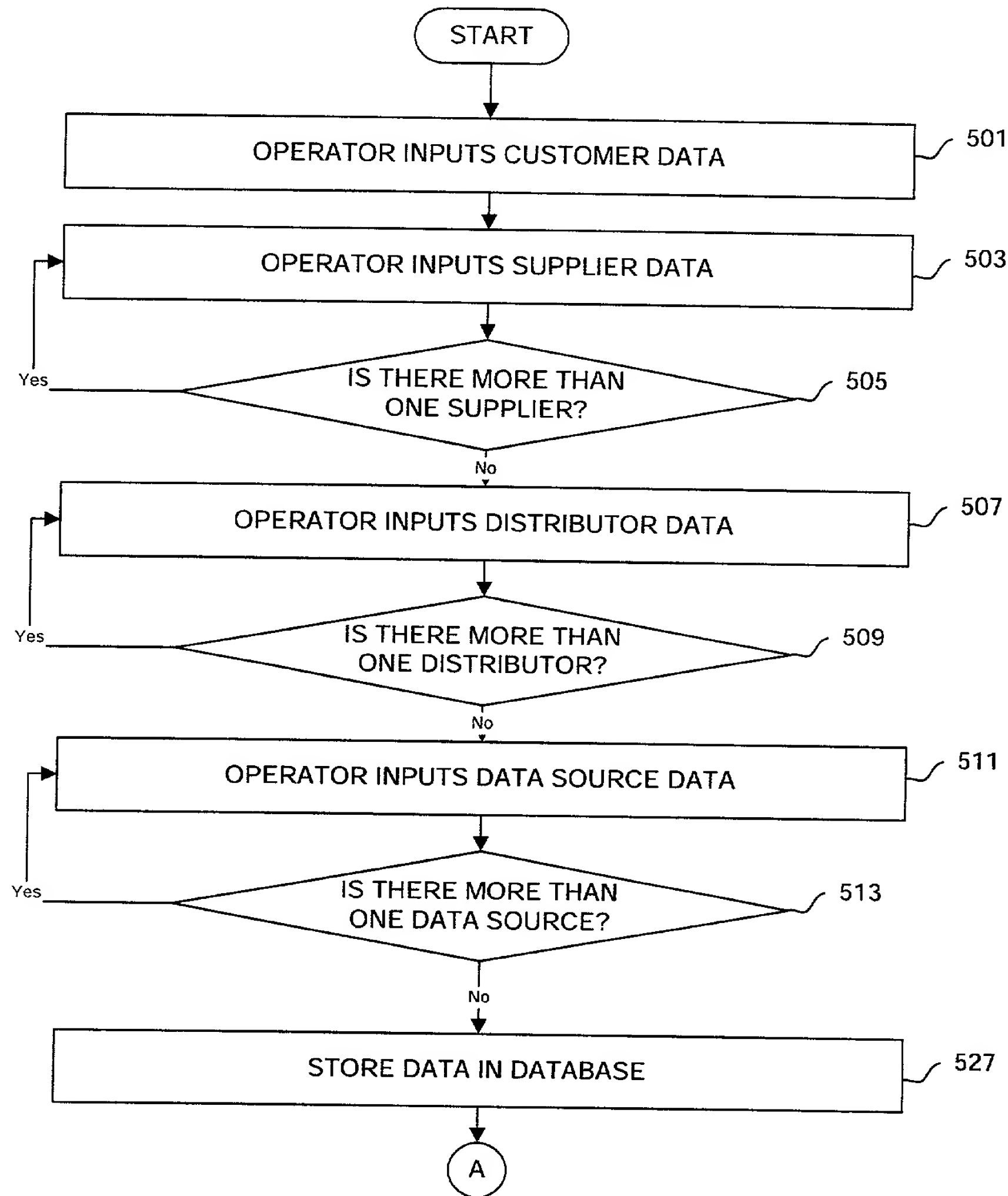


FIGURE 5.B
INPUT CONTRACT ENTITIES AND CONTACTS

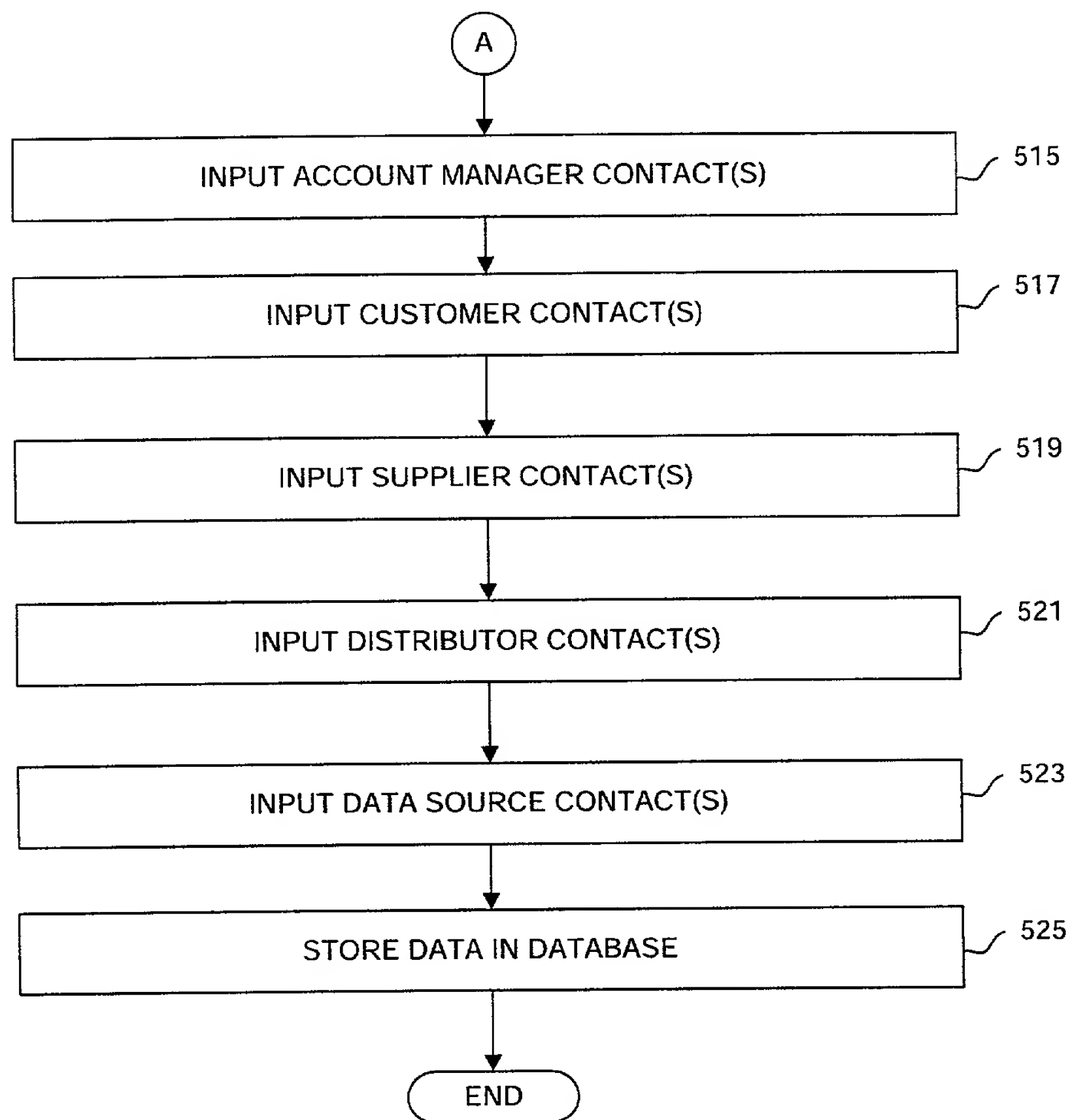


FIGURE 4.B
CONTRACT-DESIGNATED TRANSACTION

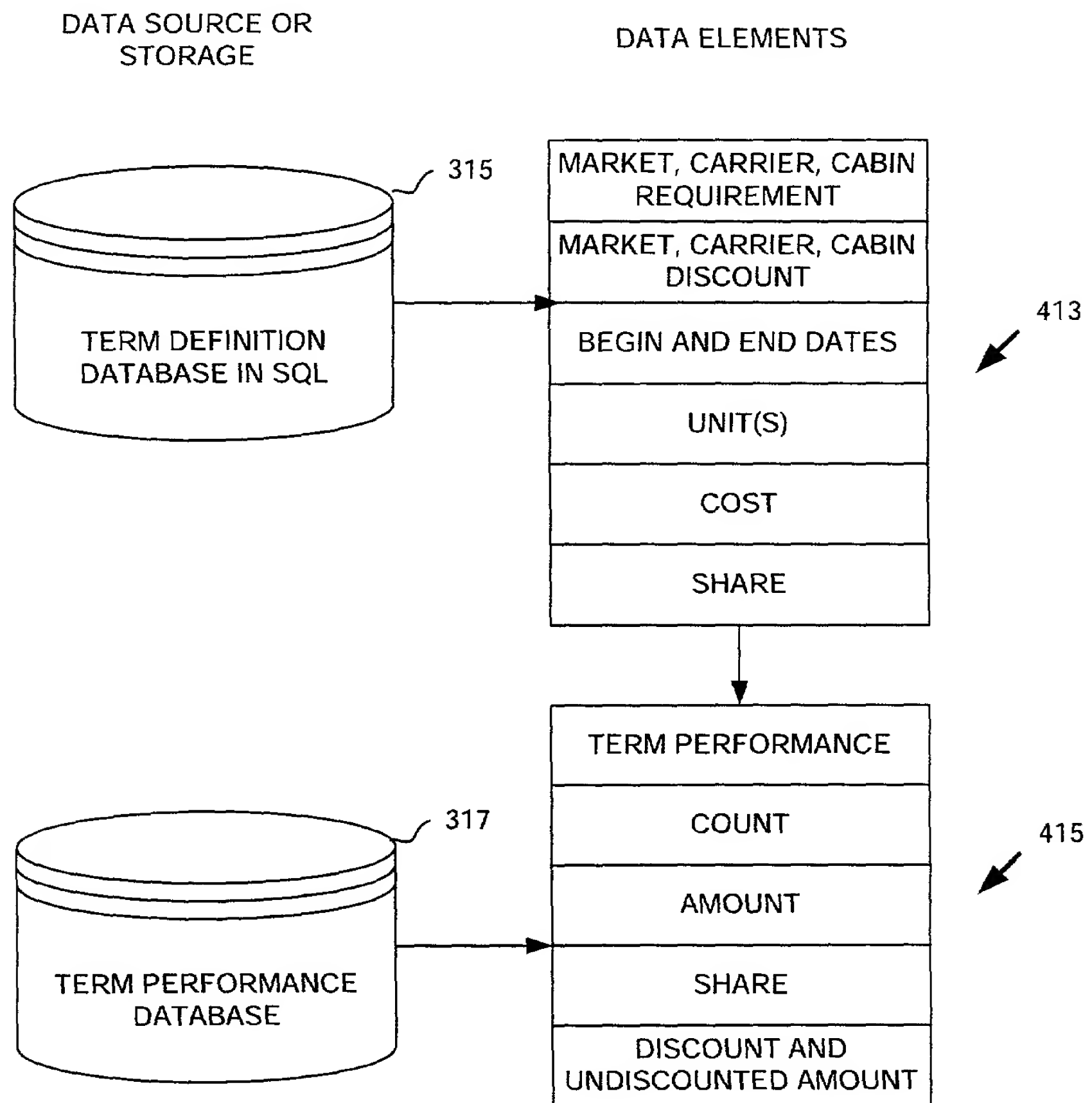
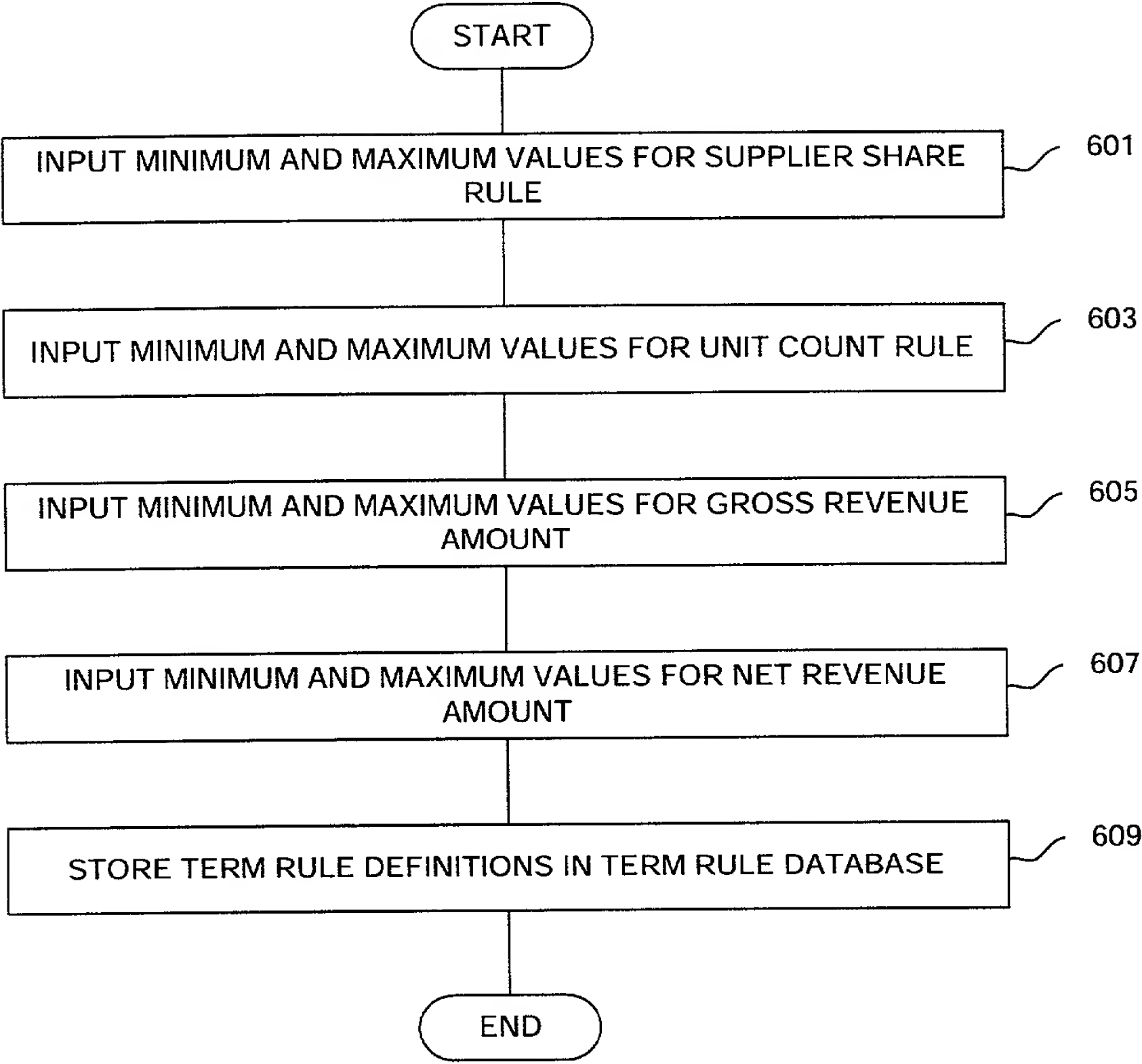


FIGURE 6:
ESTABLISH CONTRACT AND TERM RULES



0976438 050301

FIGURE 7.A:
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

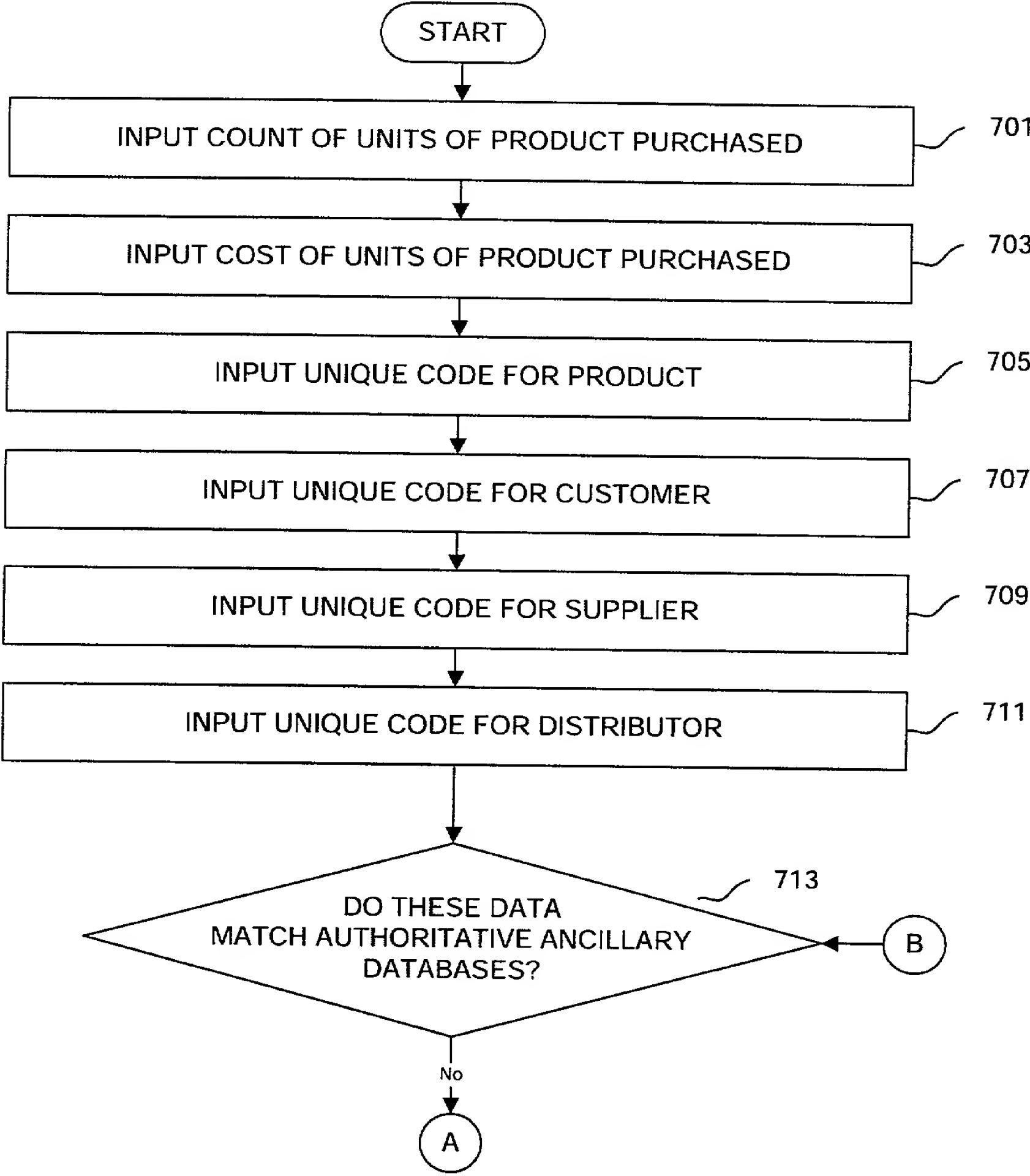


FIGURE 7.B:
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

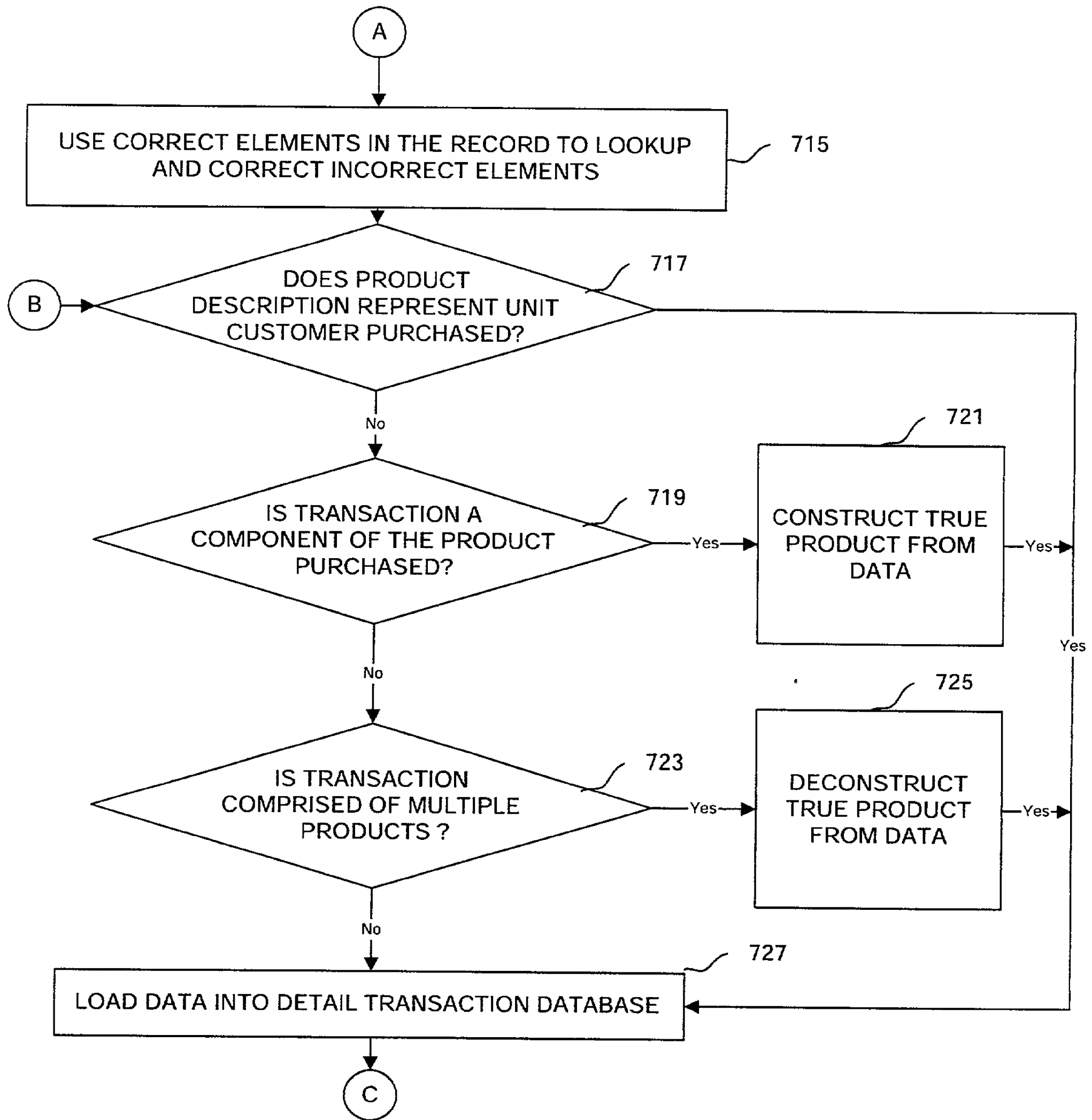


FIGURE 7.C:
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

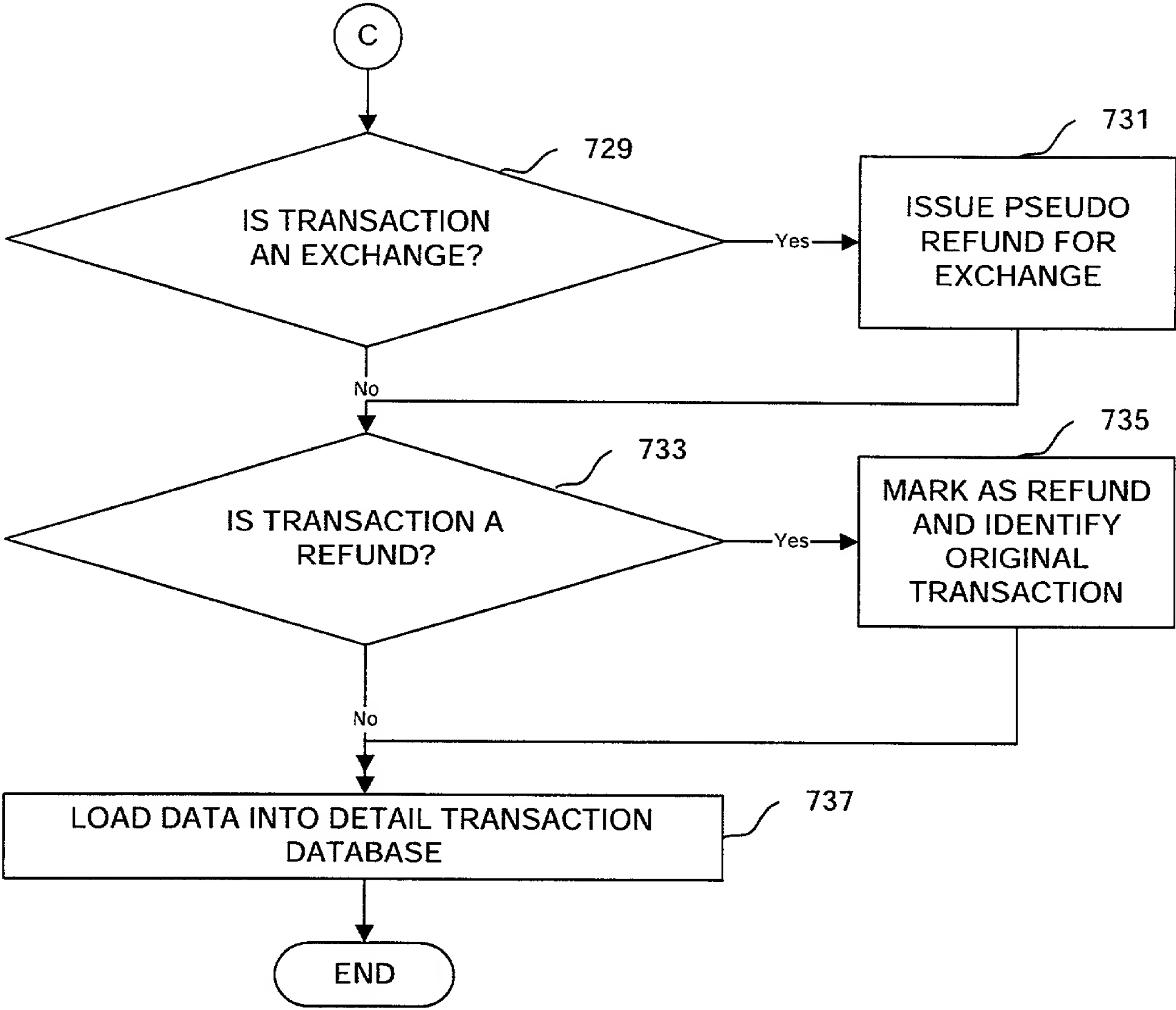
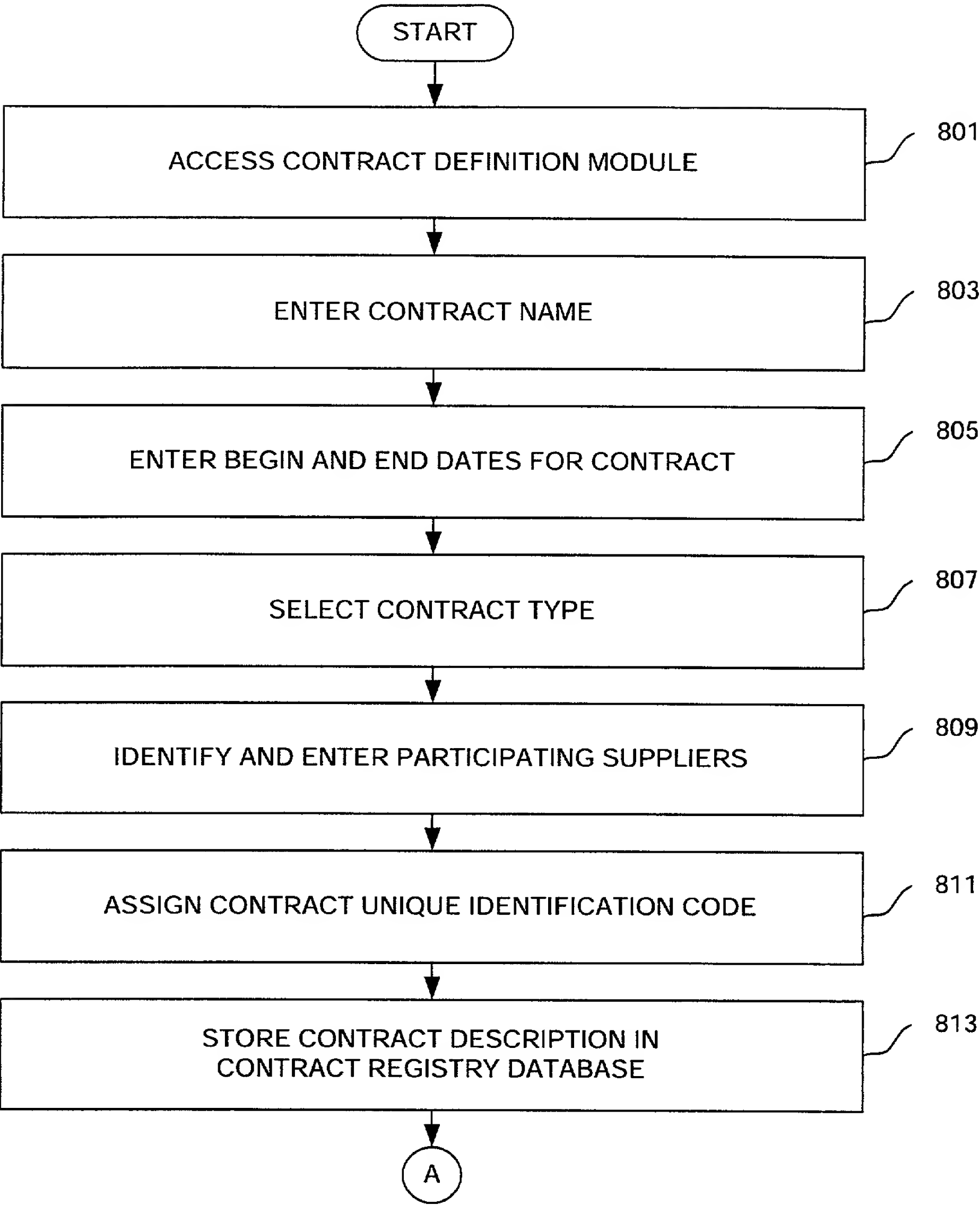


FIGURE 8.A
DEFINE CONTRACT AND PERFORMANCE TERMS



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FIGURE 8.B
DEFINE CONTRACT AND PERFORMANCE TERMS

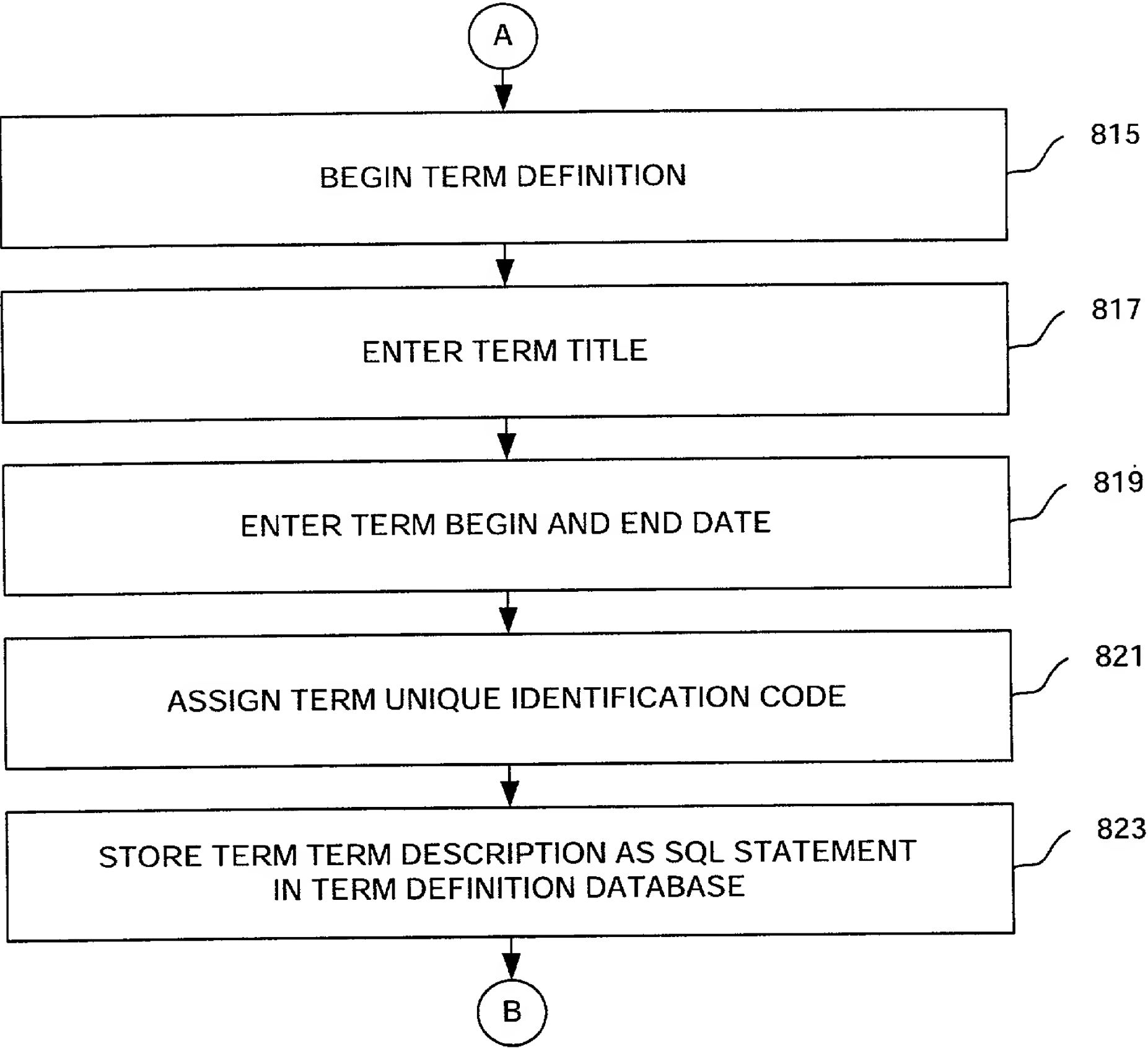


FIGURE 8.C
DEFINE CONTRACT AND PERFORMANCE TERMS

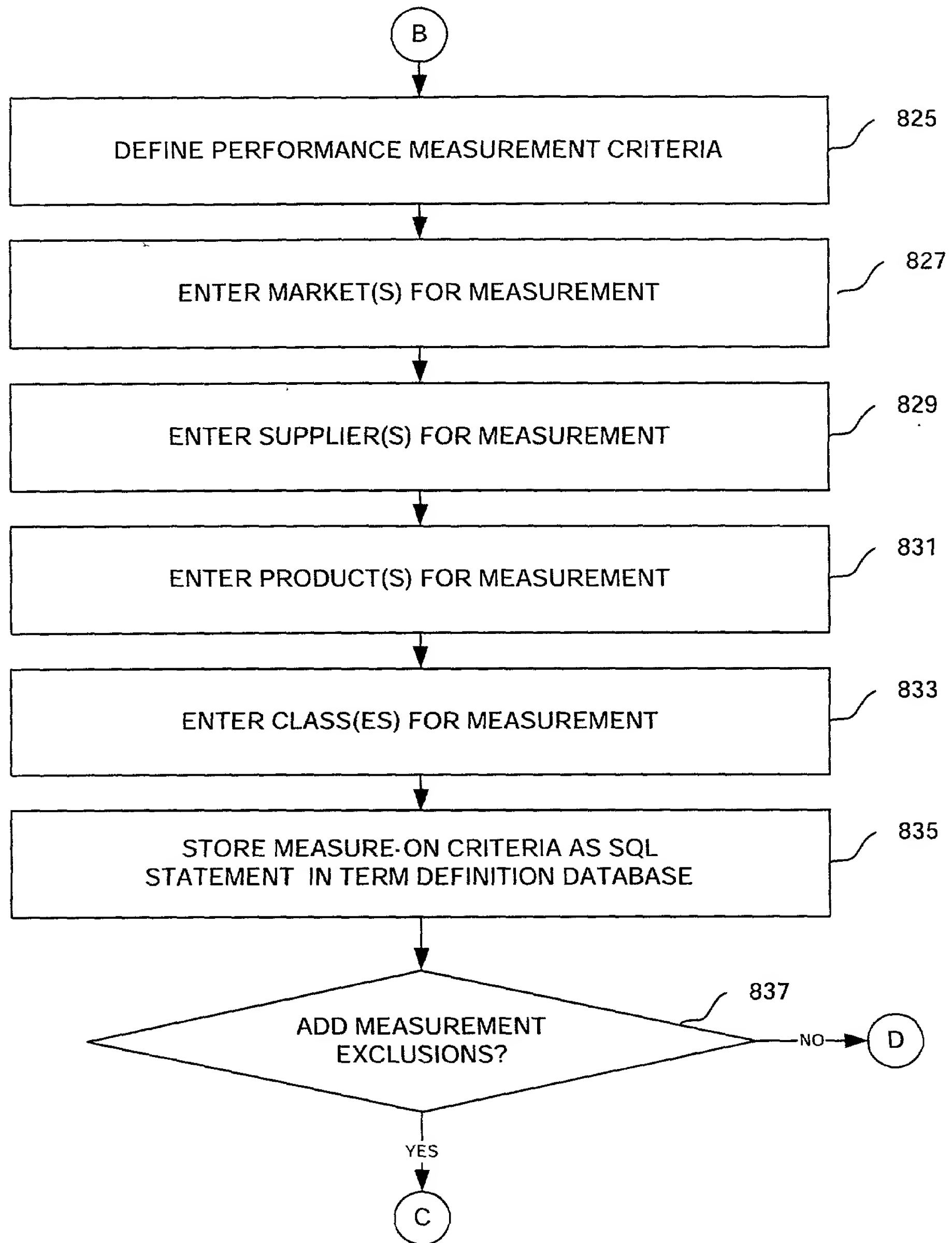




FIGURE 8.E
DEFINE CONTRACT AND PERFORMANCE TERMS

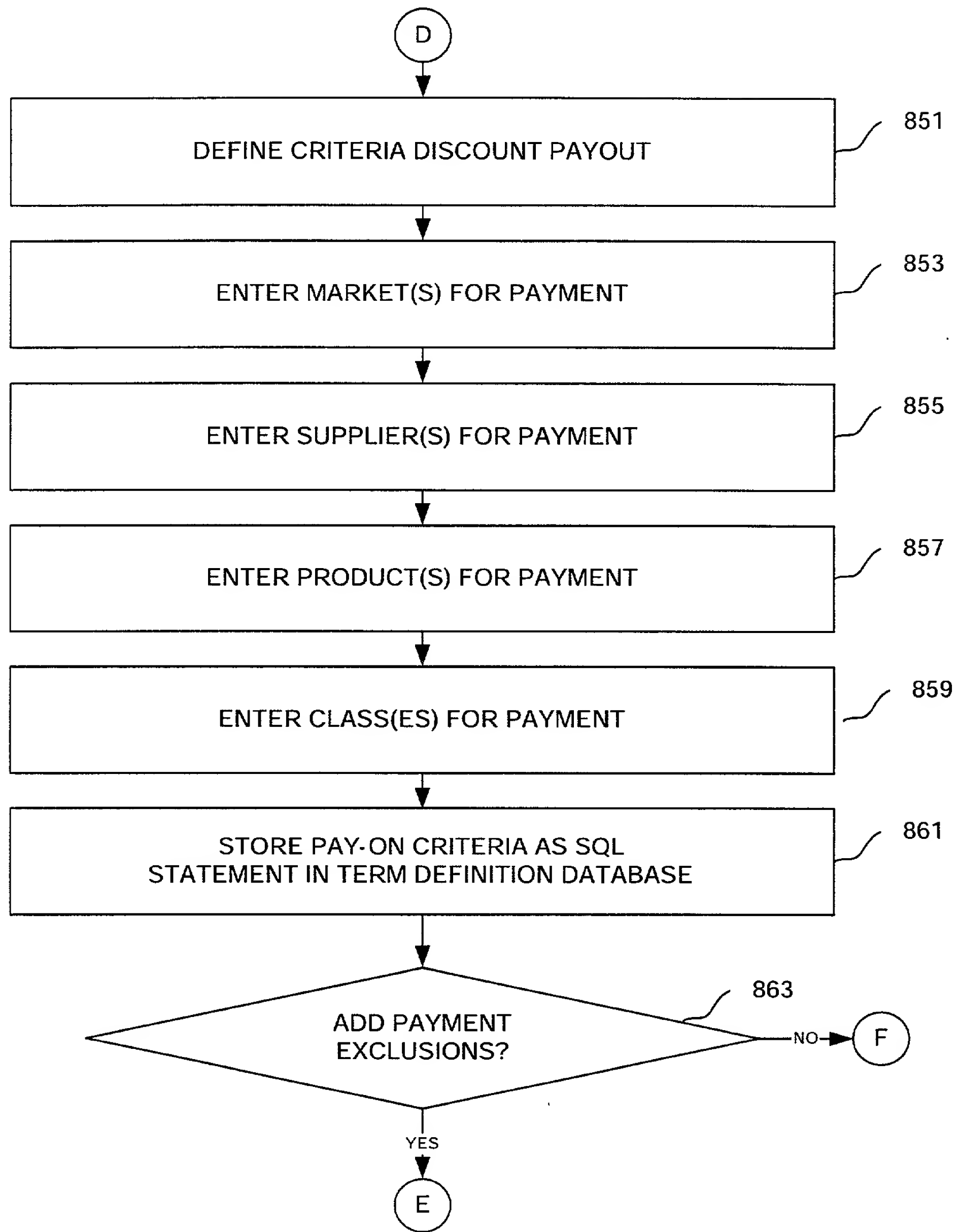


FIGURE 8.F
DEFINE CONTRACT AND PERFORMANCE TERMS

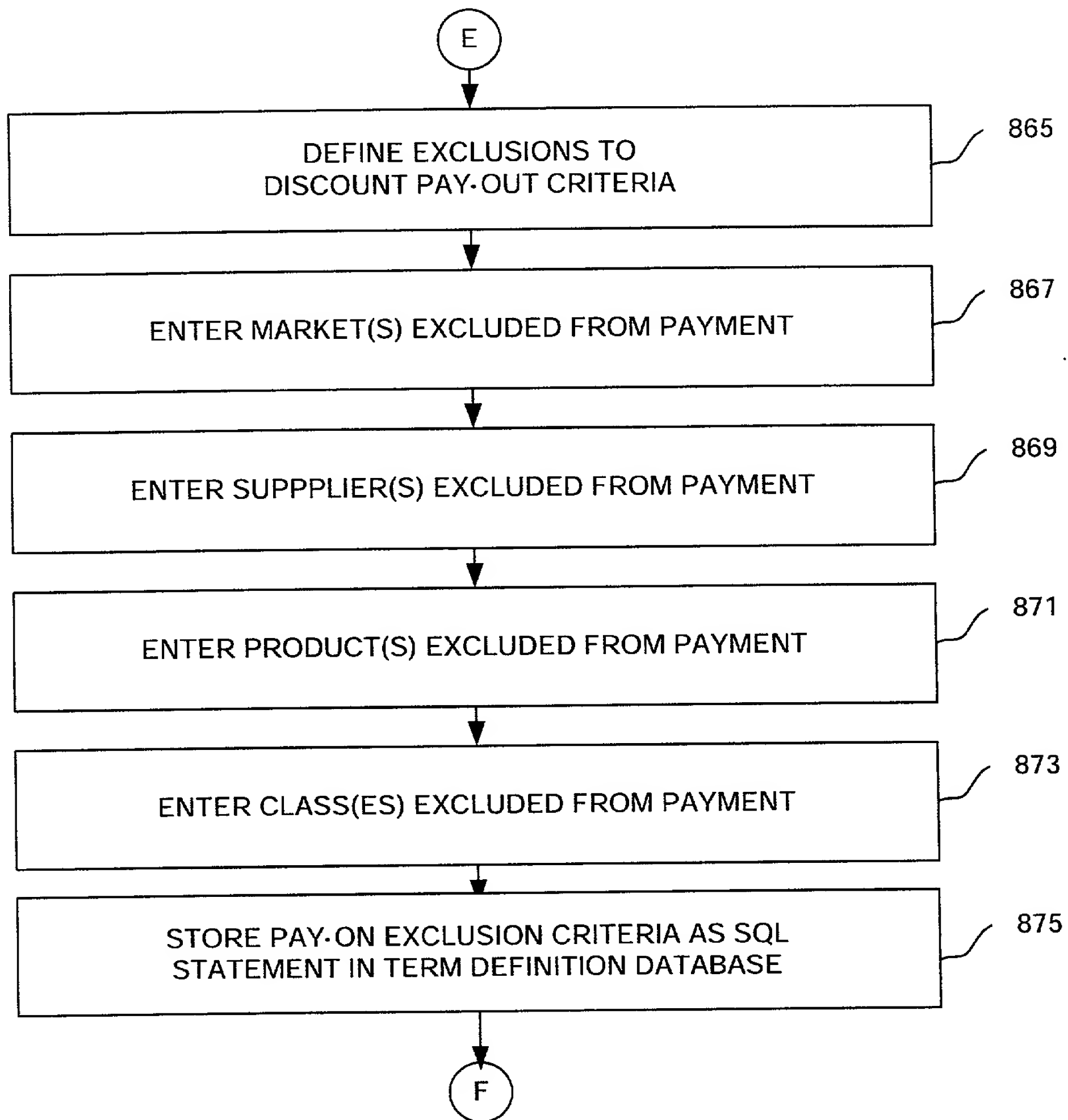


FIGURE 8.G
DEFINE CONTRACT AND PERFORMANCE TERMS

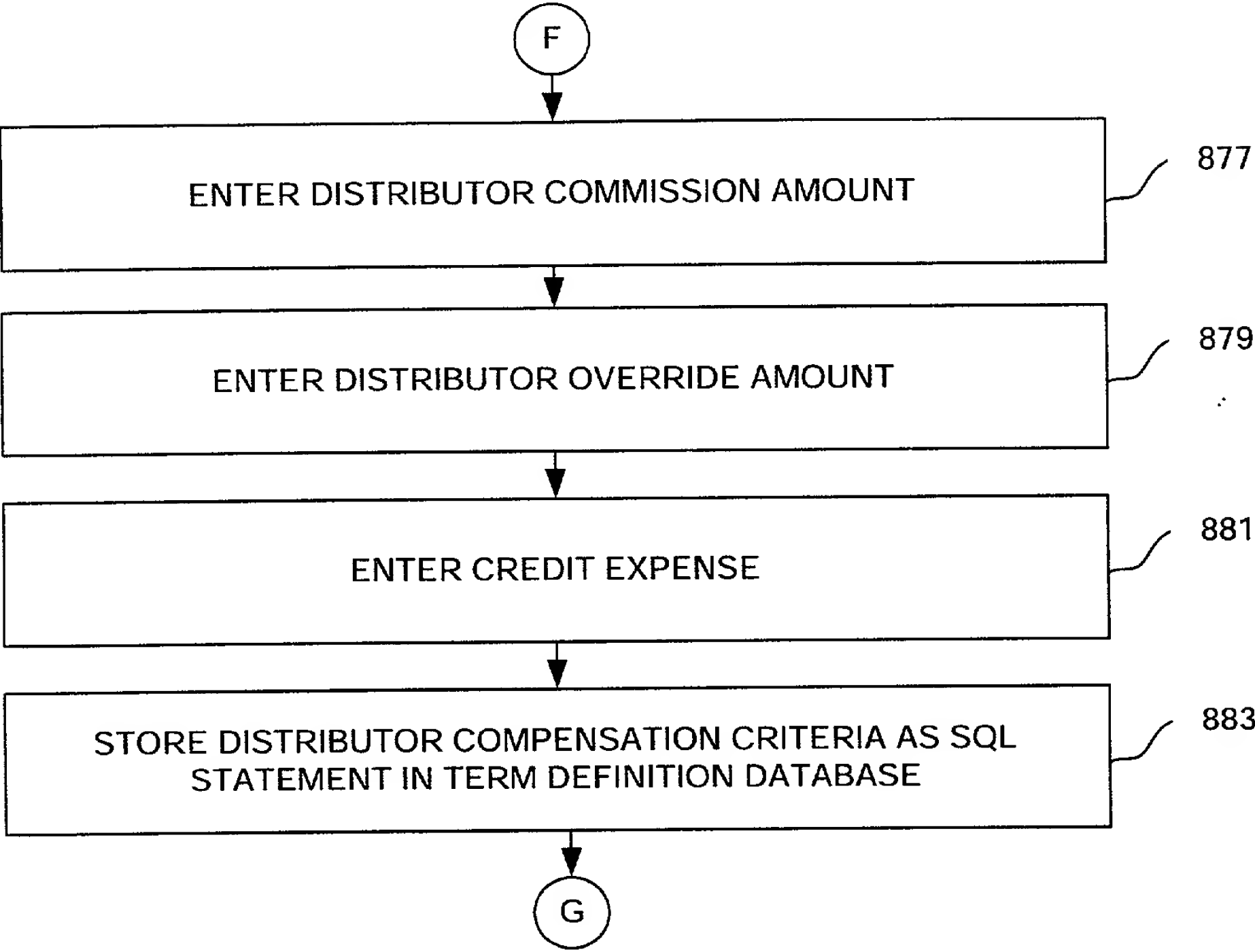


FIGURE 8.H
DEFINE CONTRACT AND PERFORMANCE TERMS

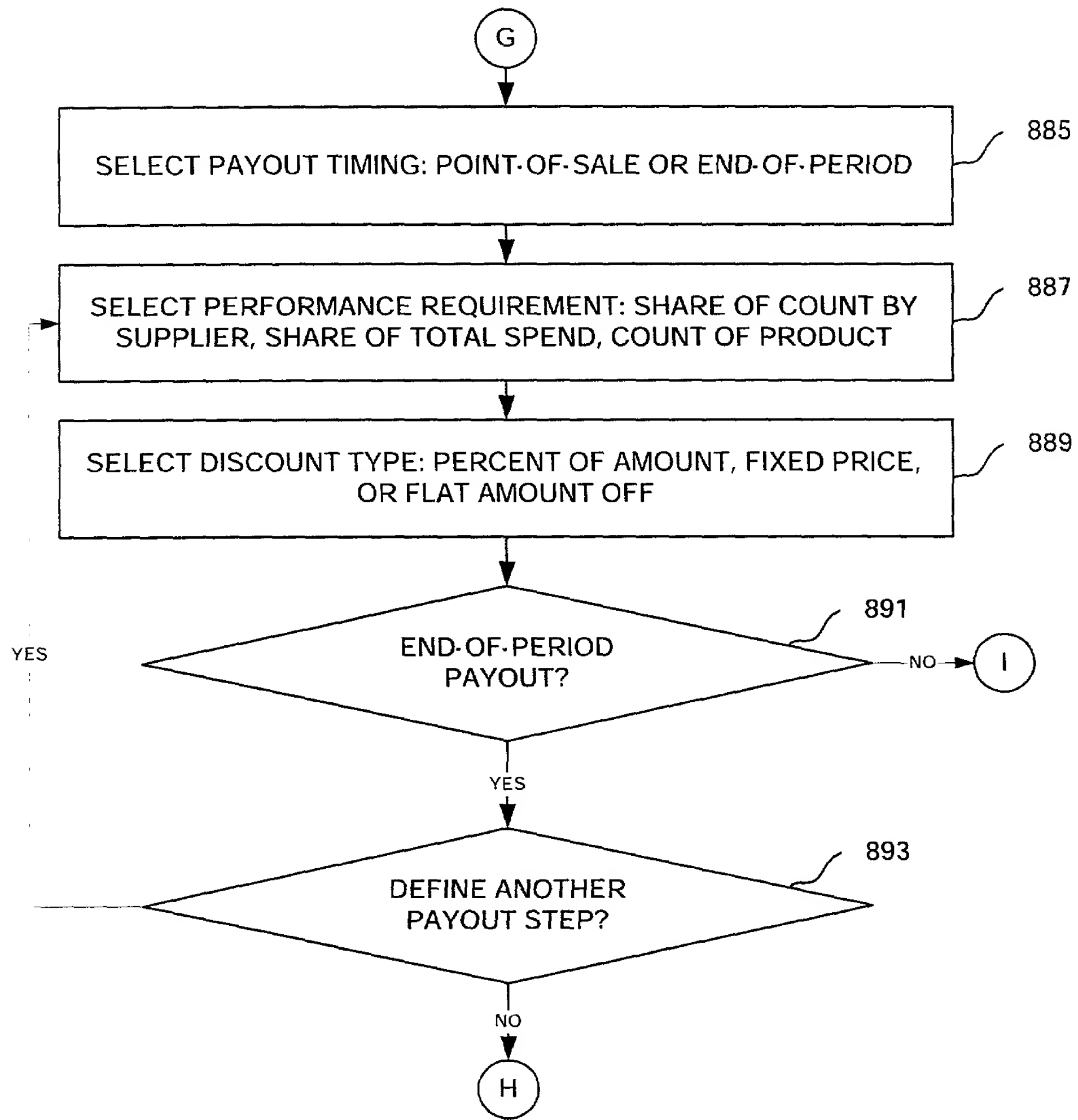


FIGURE 8.I
DEFINE CONTRACT AND PERFORMANCE TERMS

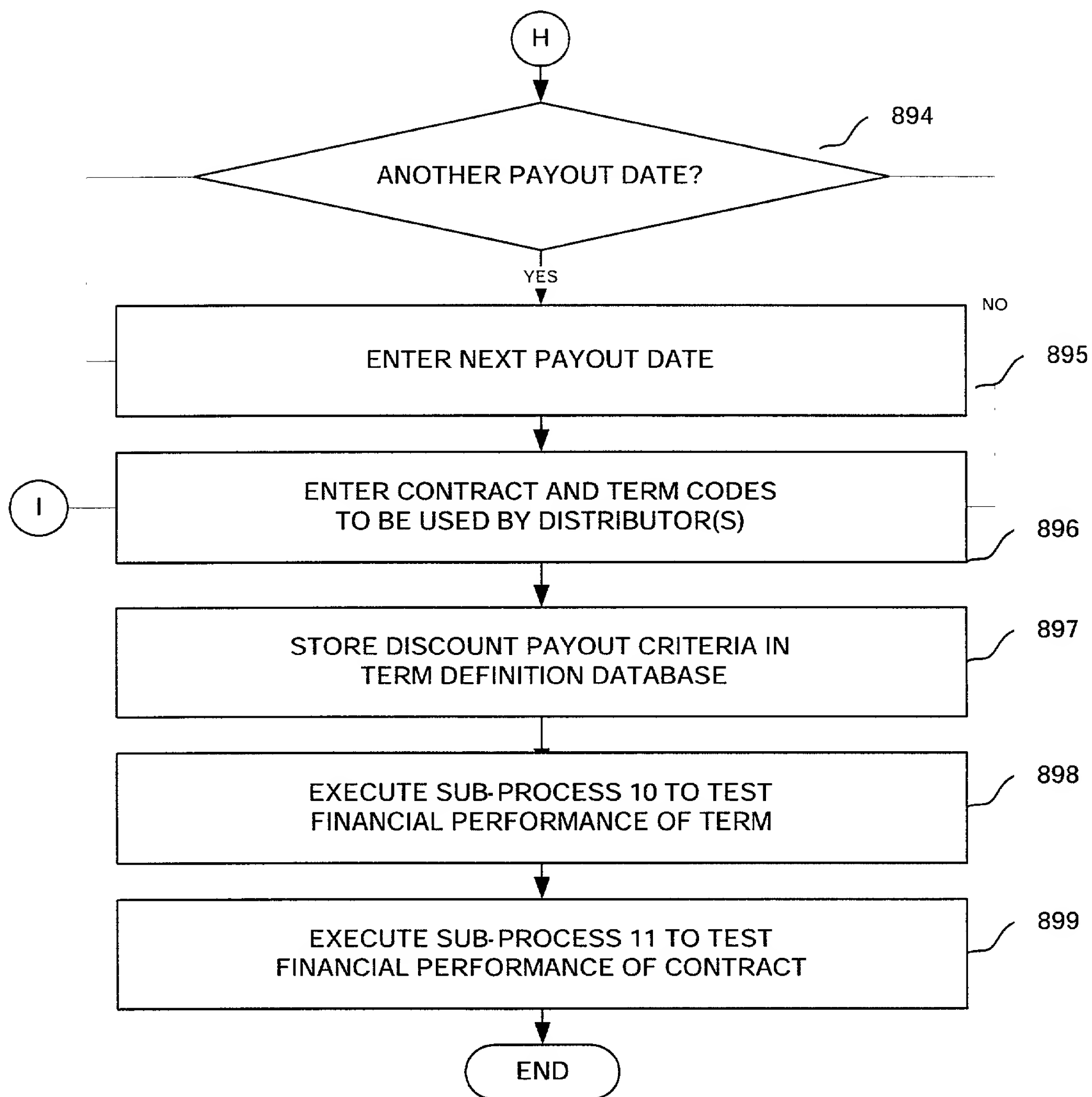


FIGURE 9.A
MARK DETAILED TRANSACTIONS WITH
CUSTOMER, CONTRACT, AND TERM CODES

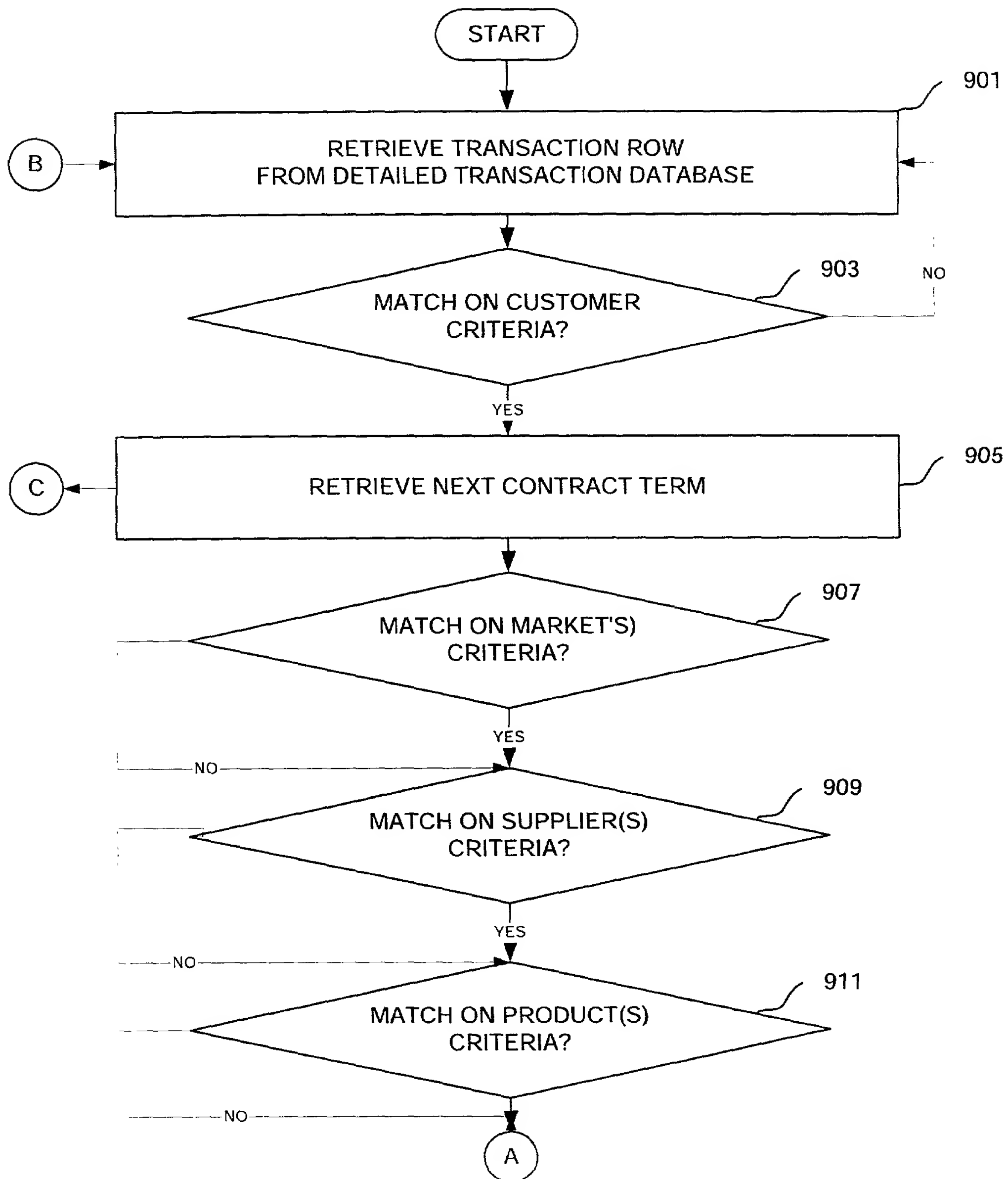


FIGURE 9.B
MARK DETAILED TRANSACTIONS WITH
CUSTOMER, CONTRACT, AND TERM CODES

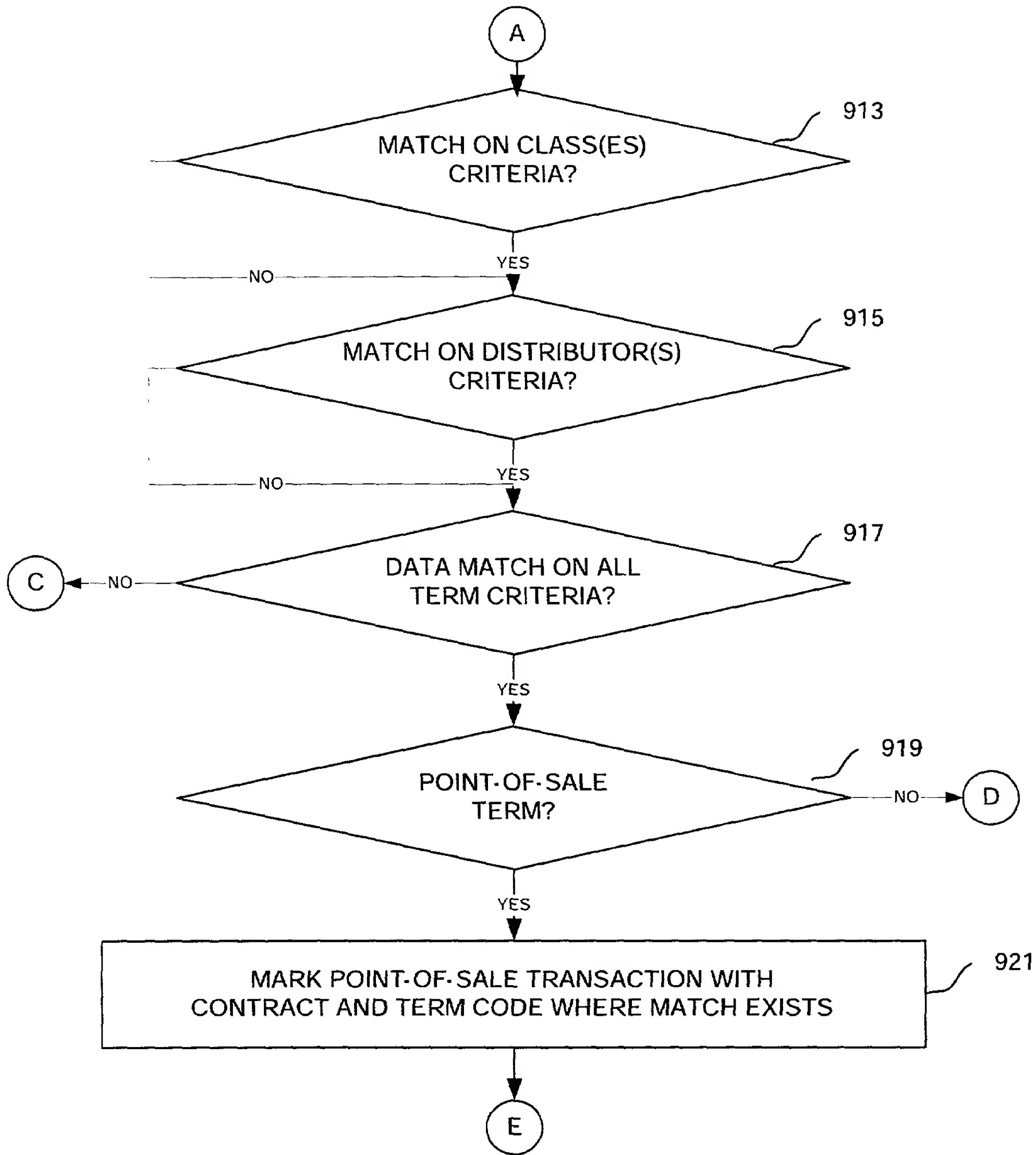


FIGURE 9.C
MARK DETAILED TRANSACTIONS WITH
CUSTOMER, CONTRACT, AND TERM CODES

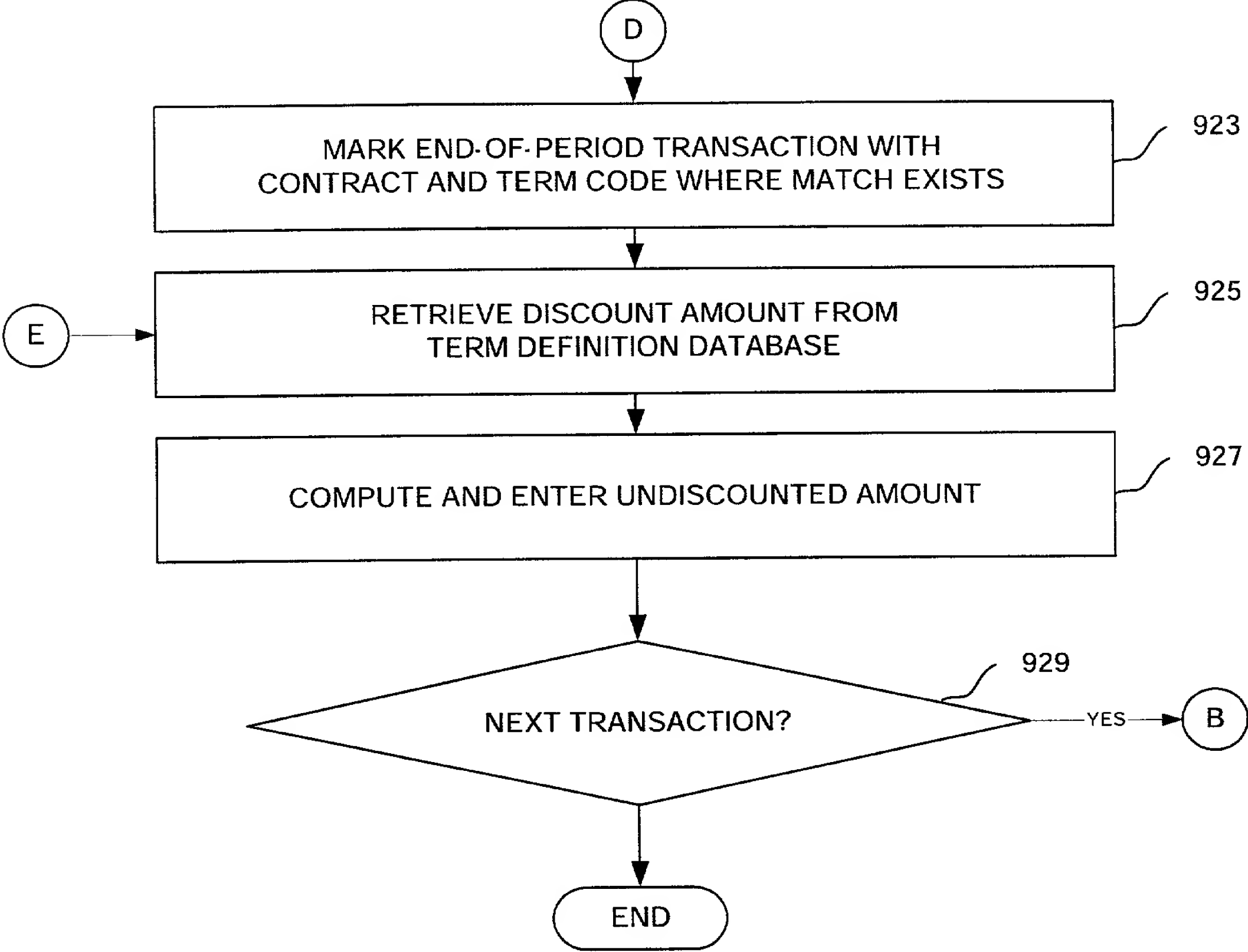


FIGURE 10.A:
CREATE TRANSACTION SUMMARY DATABASE

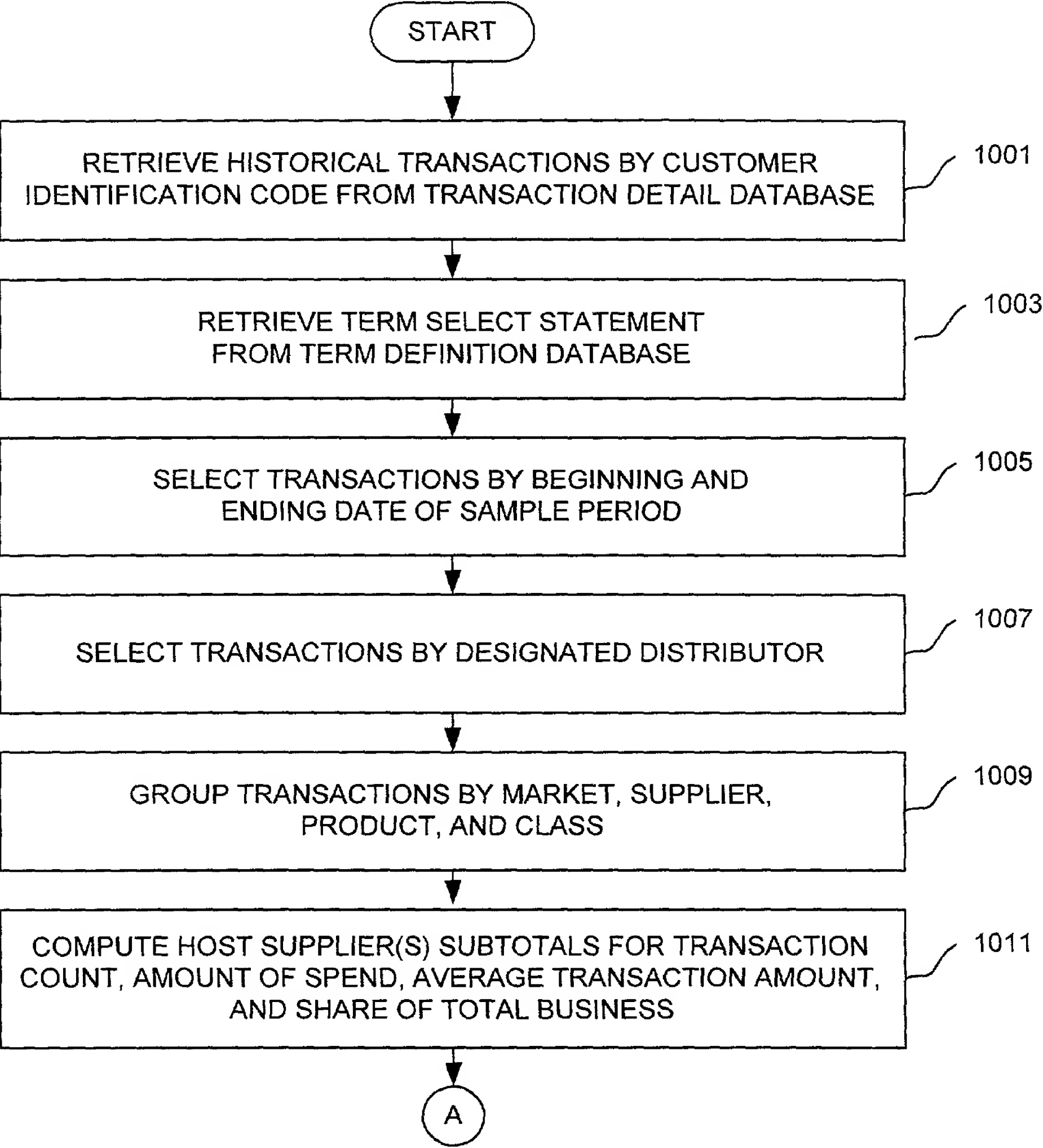
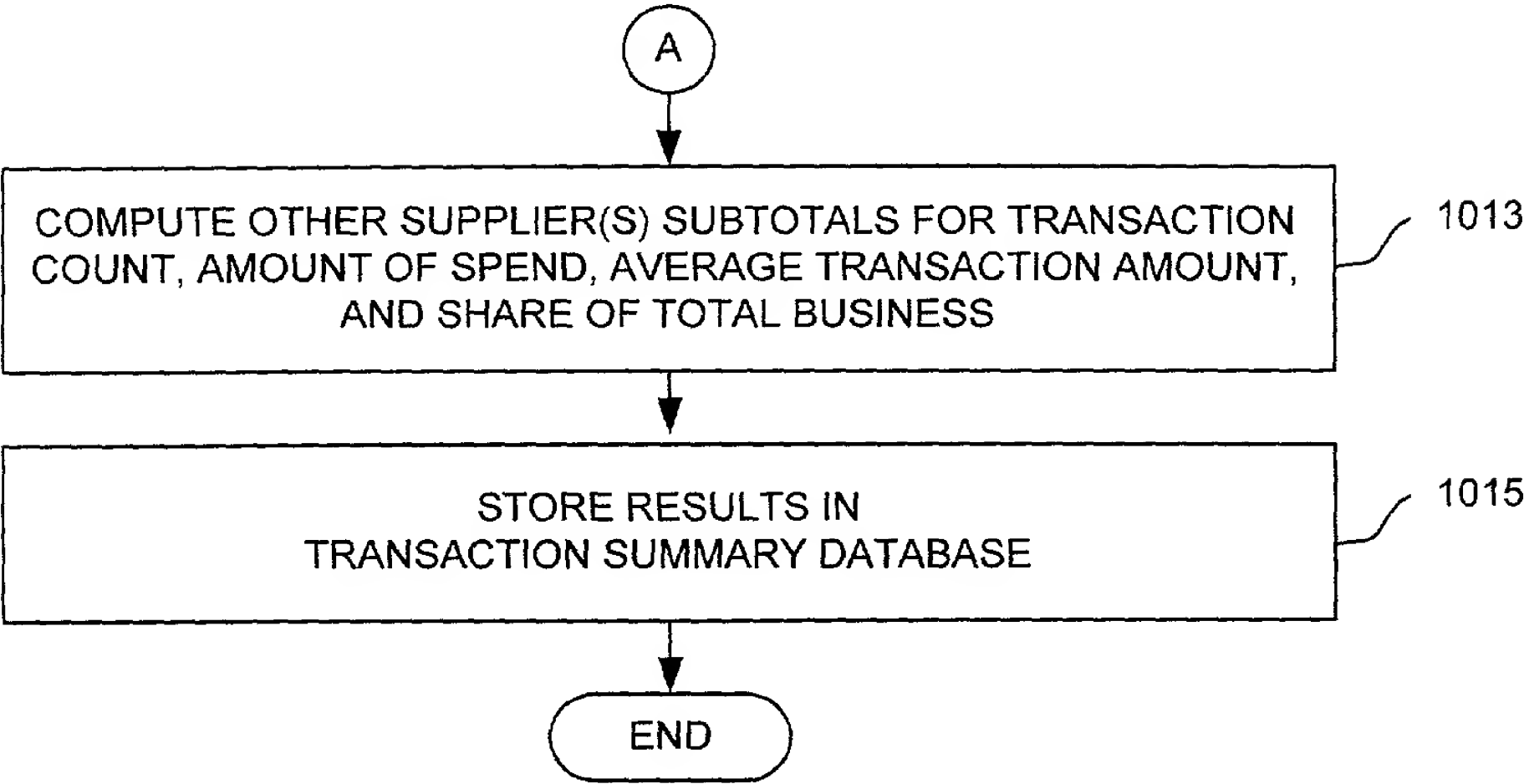
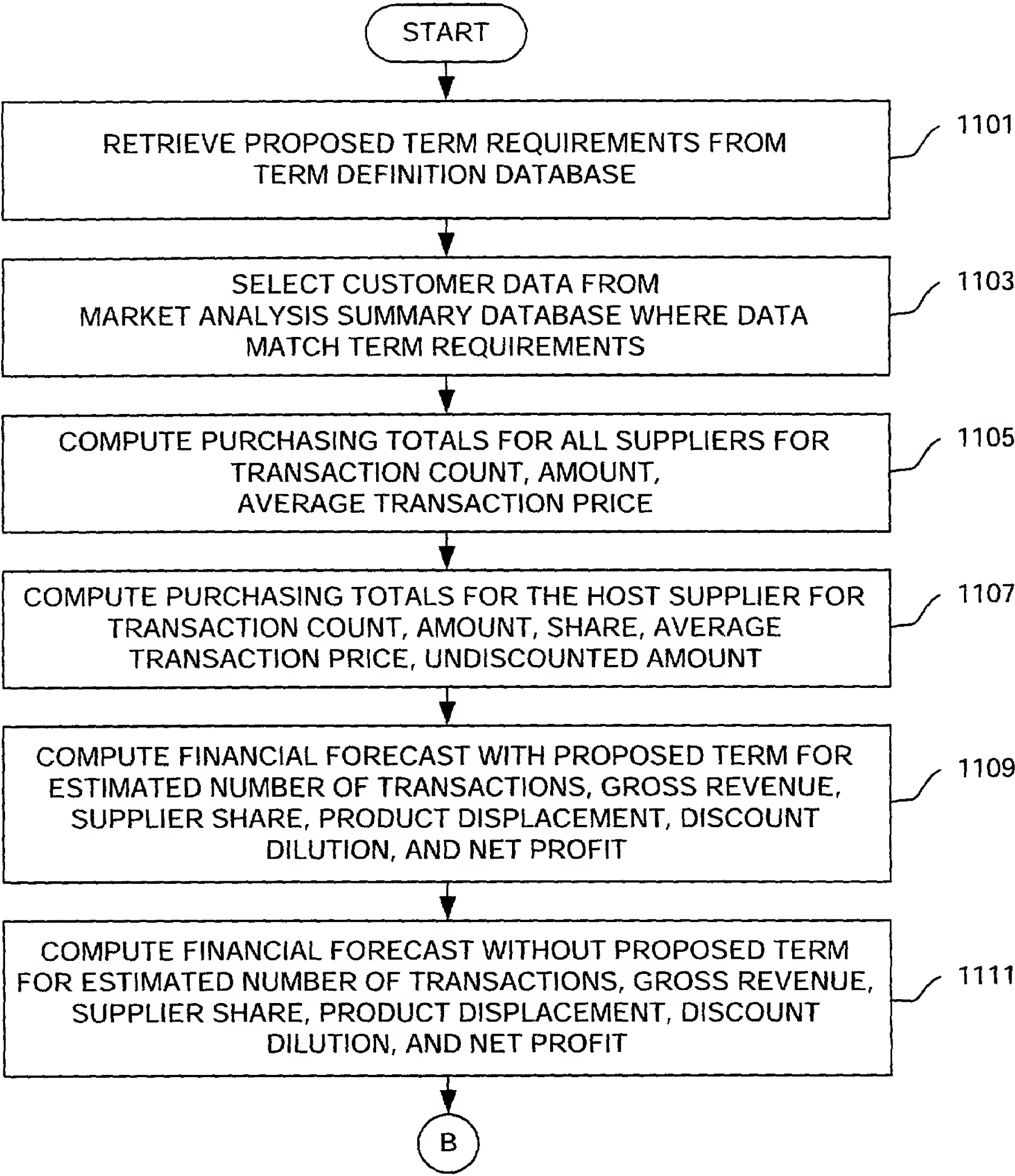


FIGURE 10.B:
CREATE TRANSACTION SUMMARY DATABASE



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FIGURE 11.A
FORECAST TERM PERFORMANCE



09443-05014
T050327969

FIGURE 11.B
FORECAST TERM PERFORMANCE

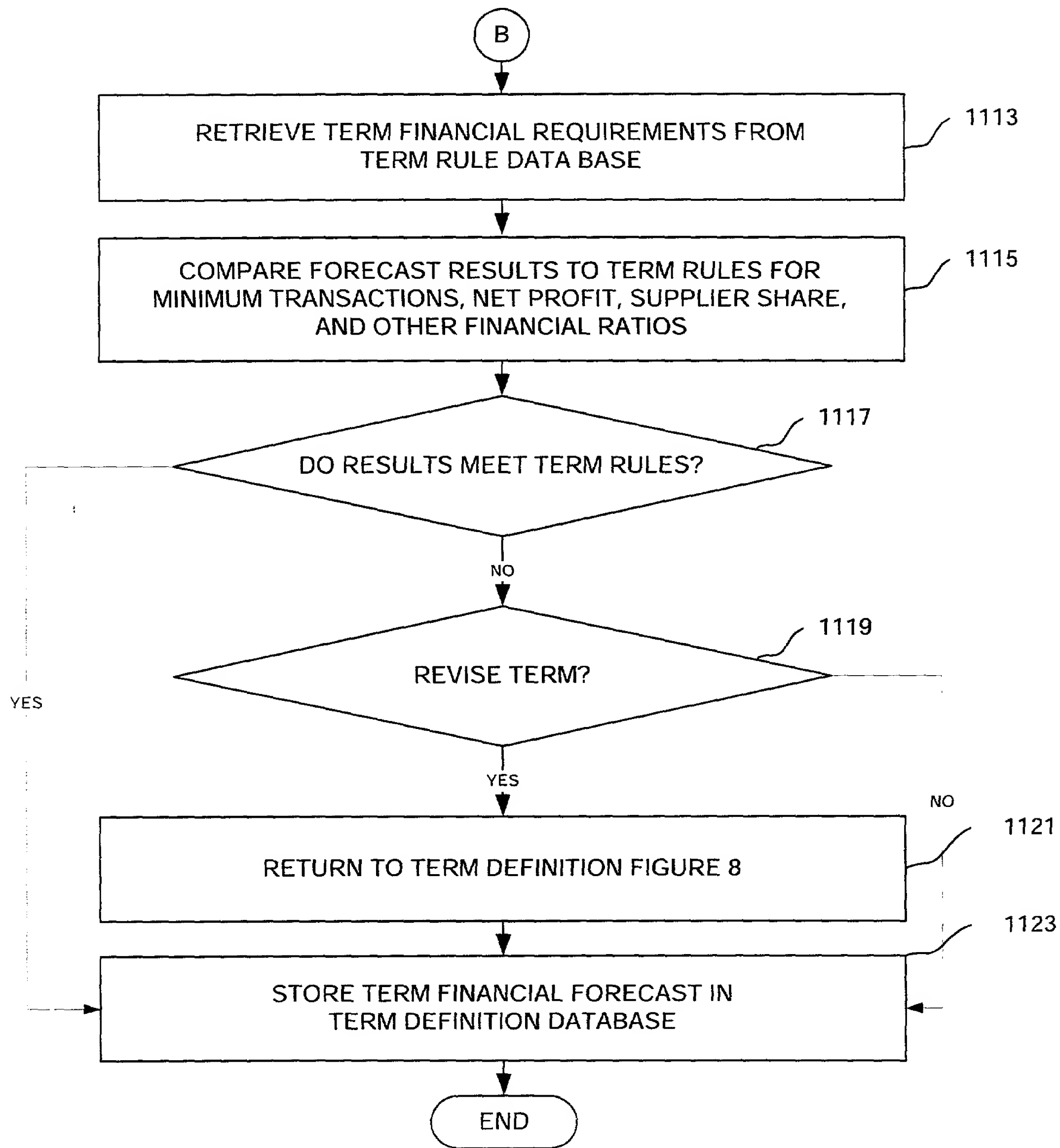


FIGURE 12.A
FORECAST CONTRACT PERFORMANCE

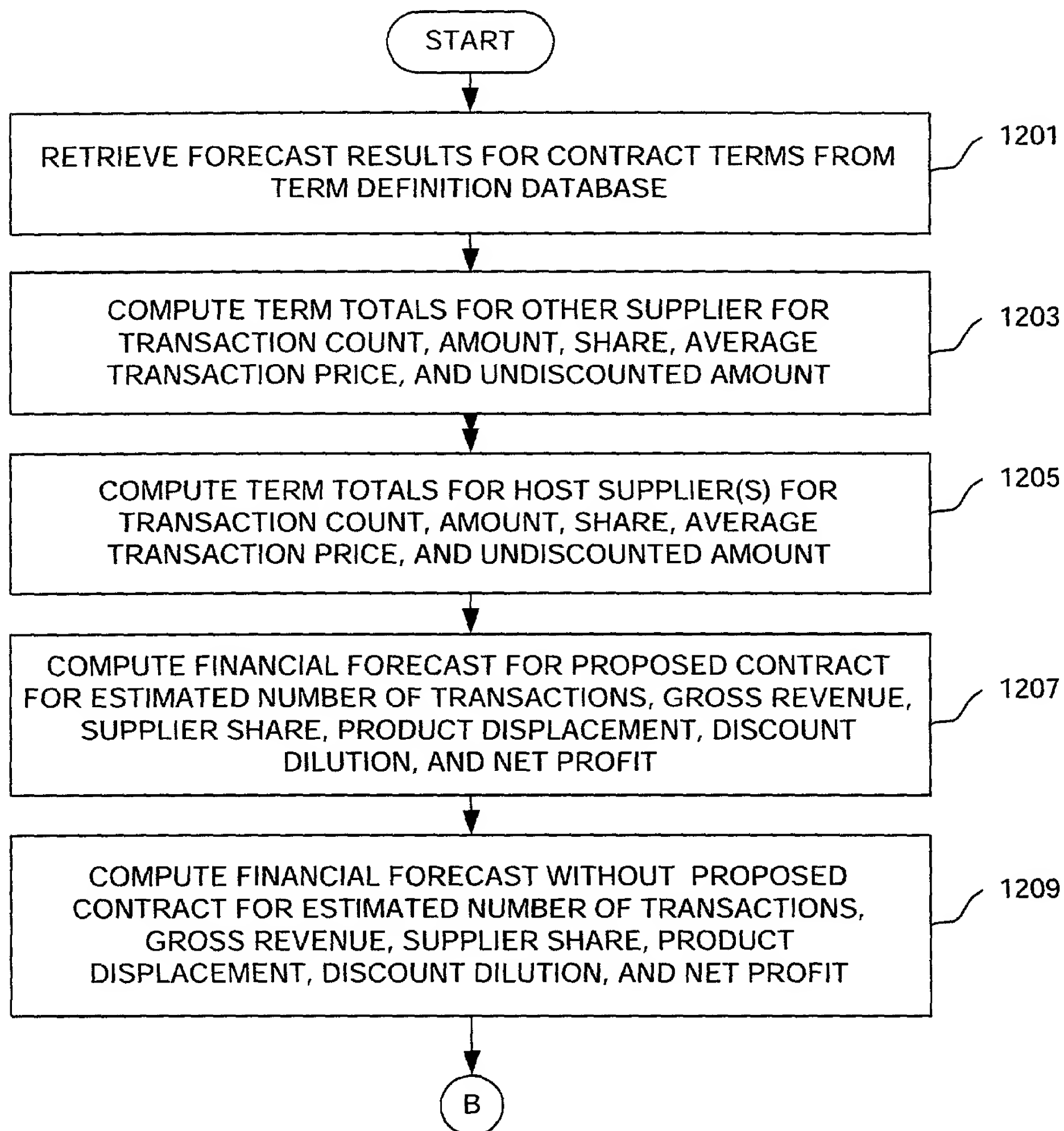


FIGURE 12.B
FORECAST CONTRACT PERFORMANCE

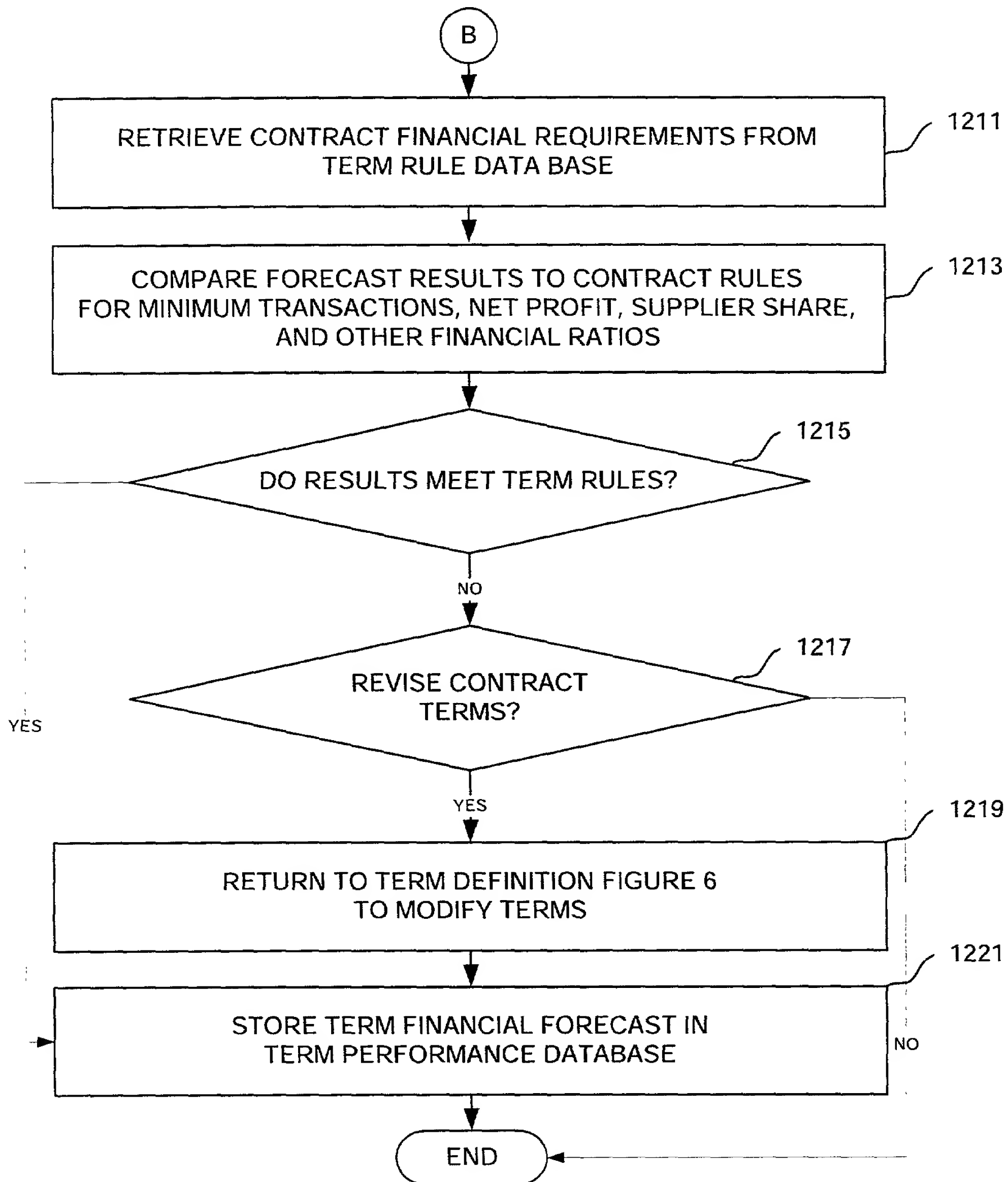


FIGURE 13
PRODUCE AND DISTRIBUTE CONTRACTS AND TERMS

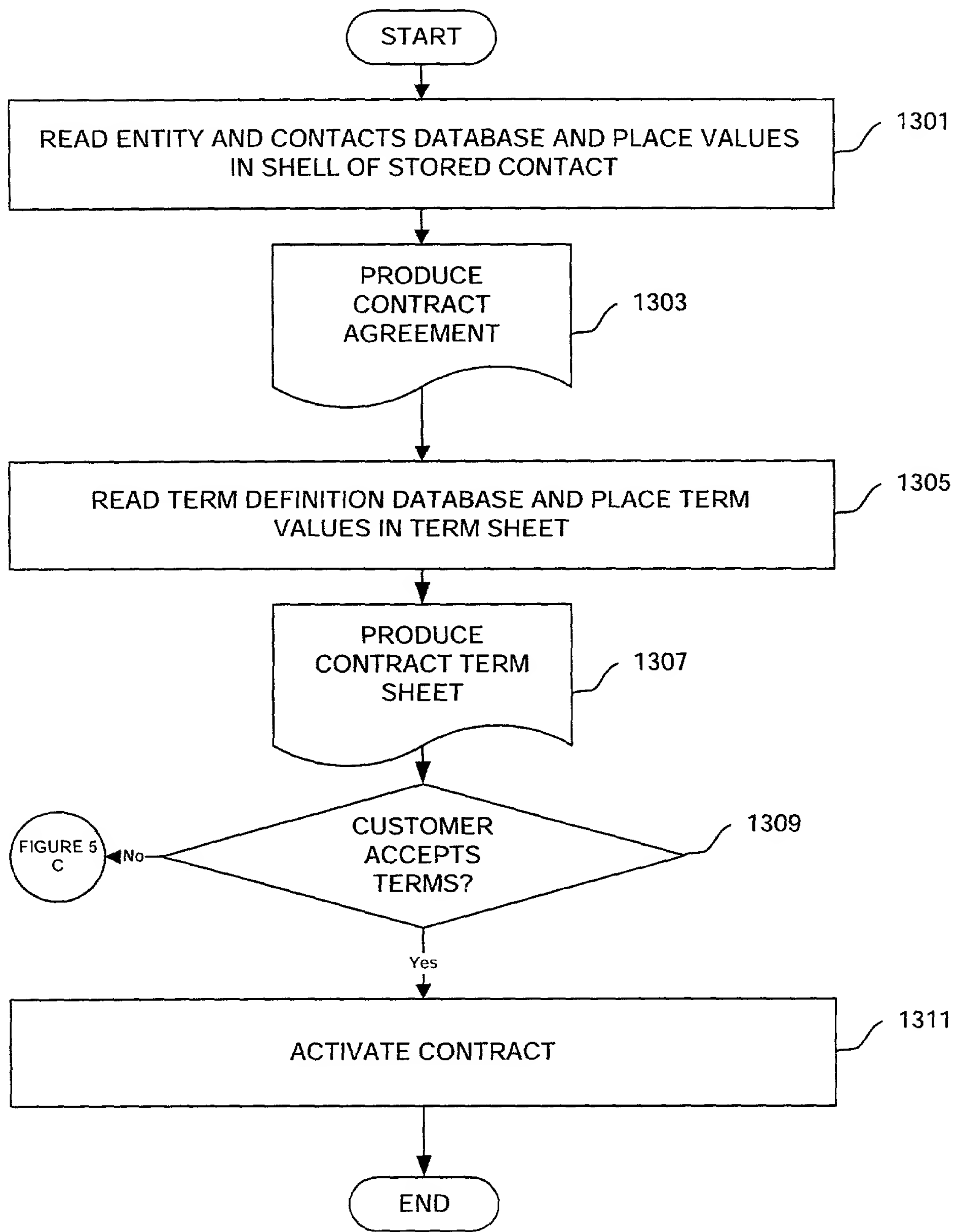


FIGURE 14.A
AUDIT DISCOUNTED TRANSACTIONS

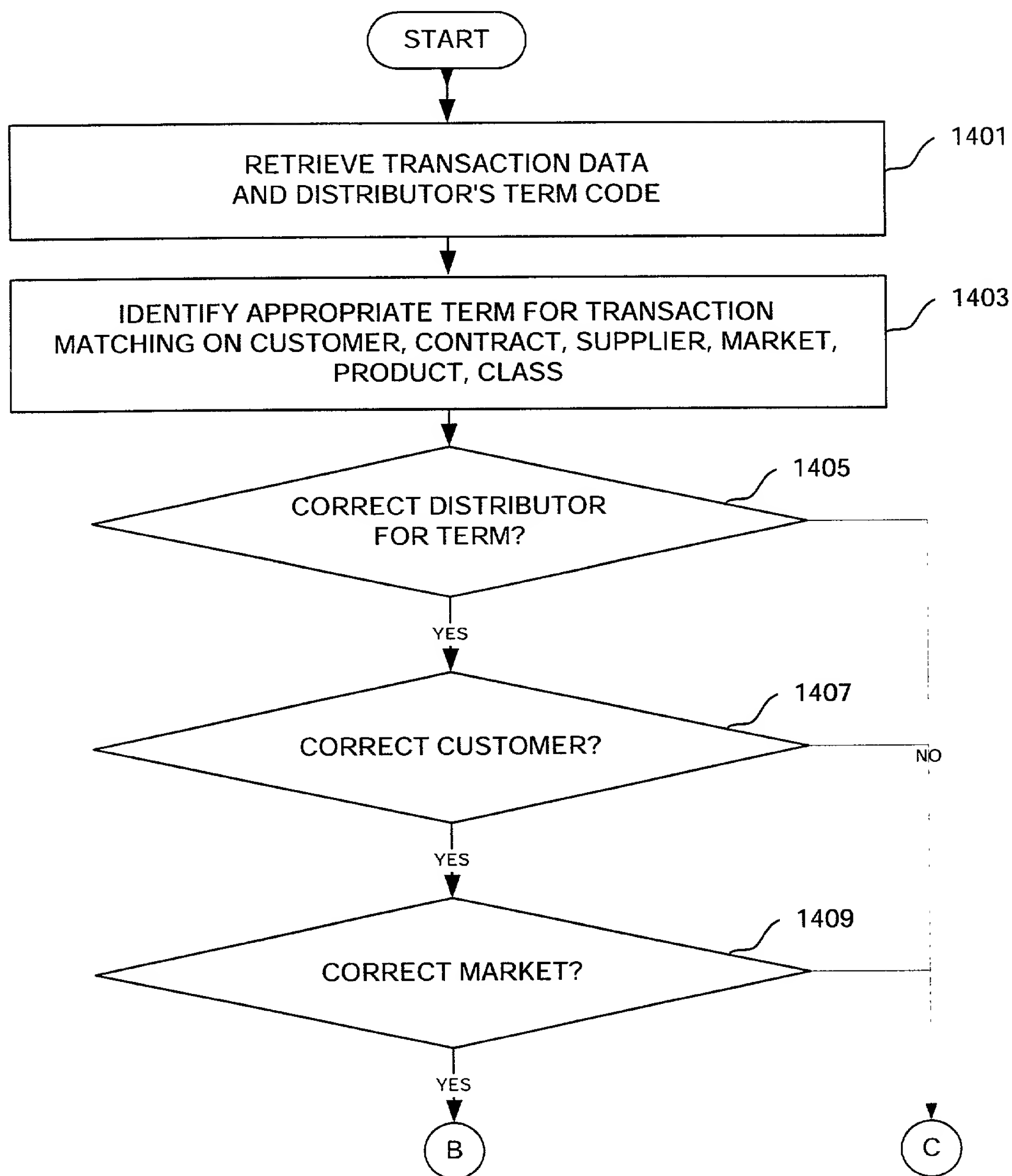


FIGURE 14.B
AUDIT DISCOUNTED TRANSACTIONS

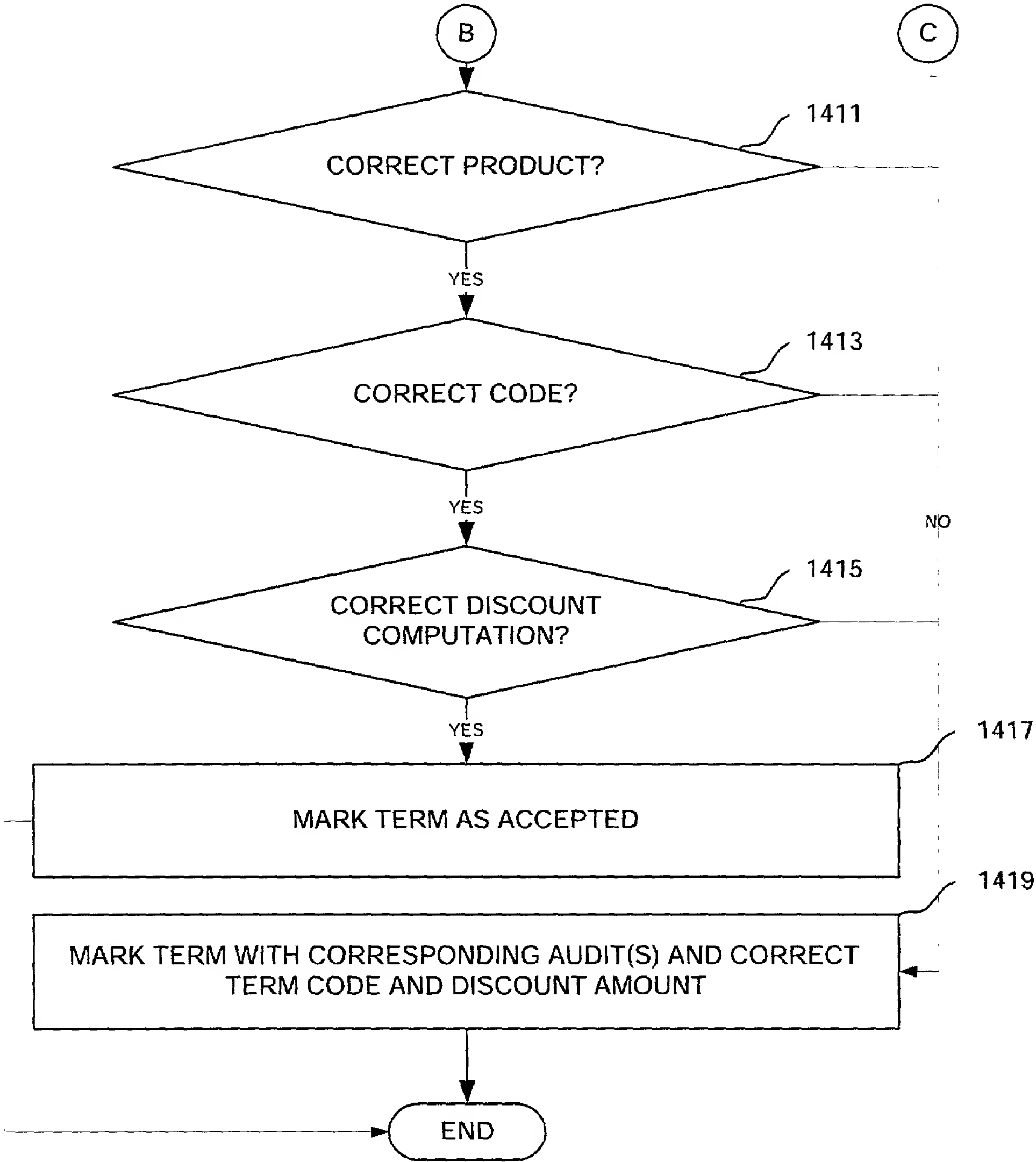


FIGURE 15A:
MEASURE ACTUAL CONTRACT PERFORMANCE

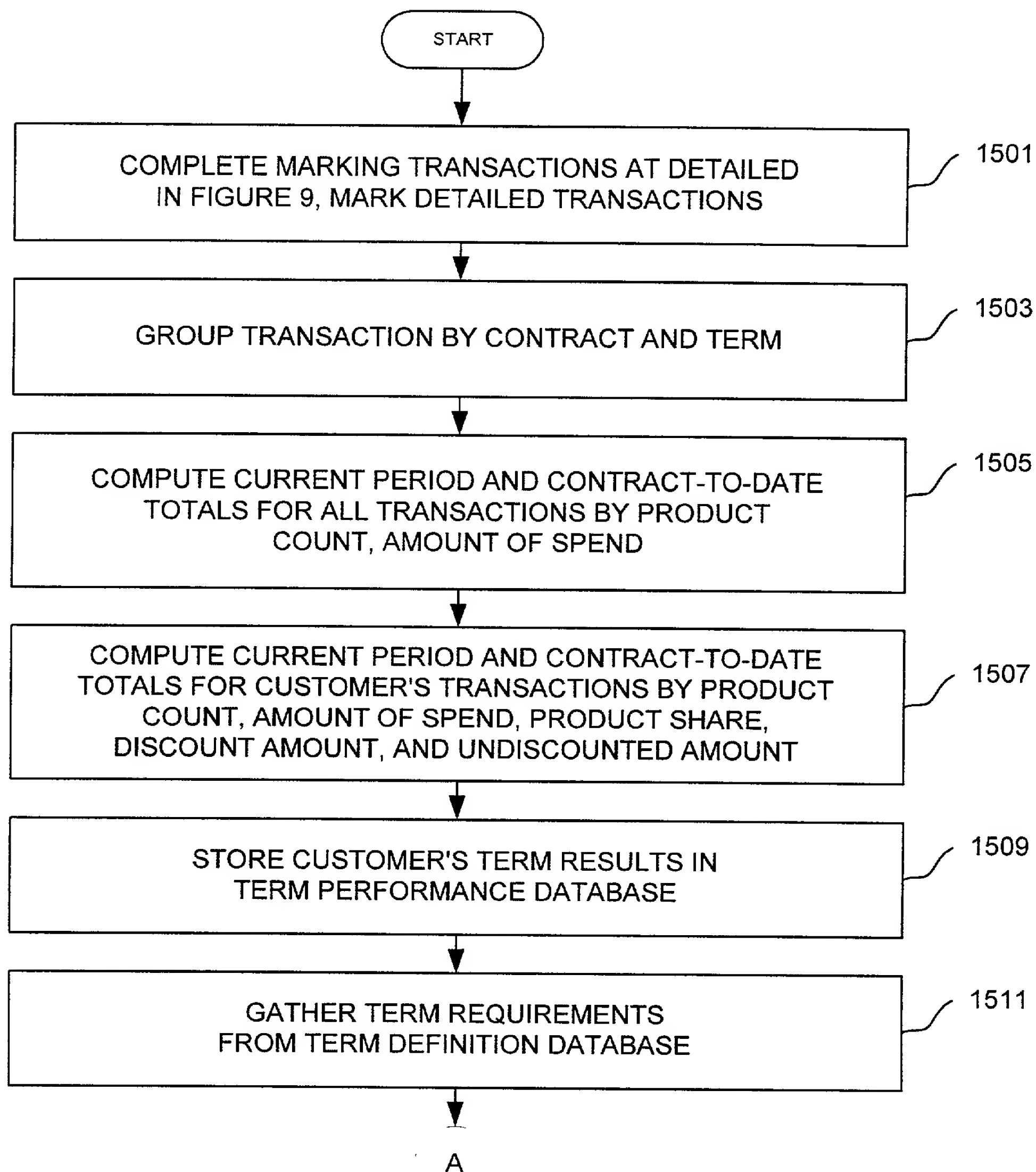


FIGURE 15B:
MEASURE ACTUAL CONTRACT PERFORMANCE

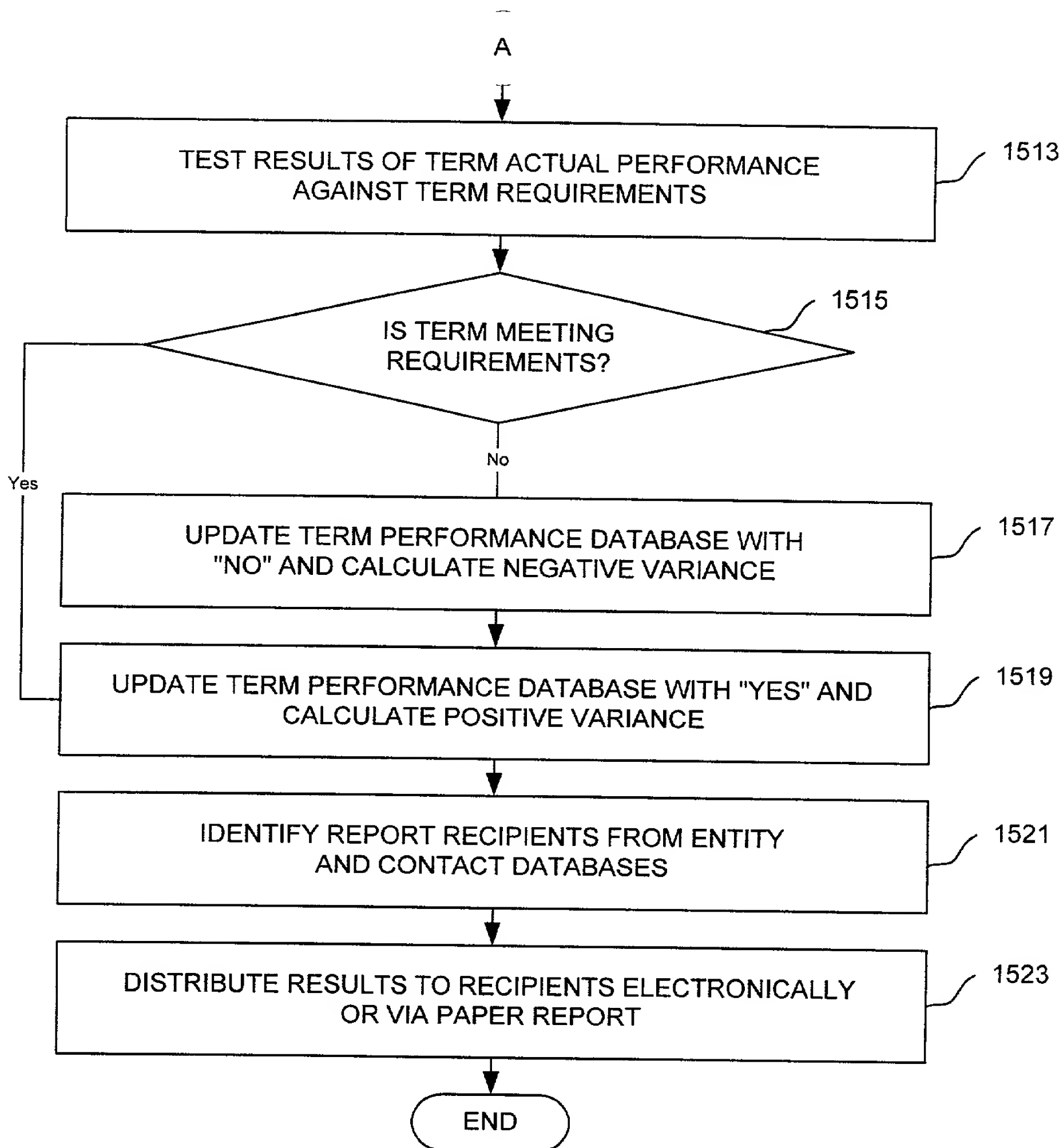


FIGURE 16:
RECONCILE TERM PERFORMANCE

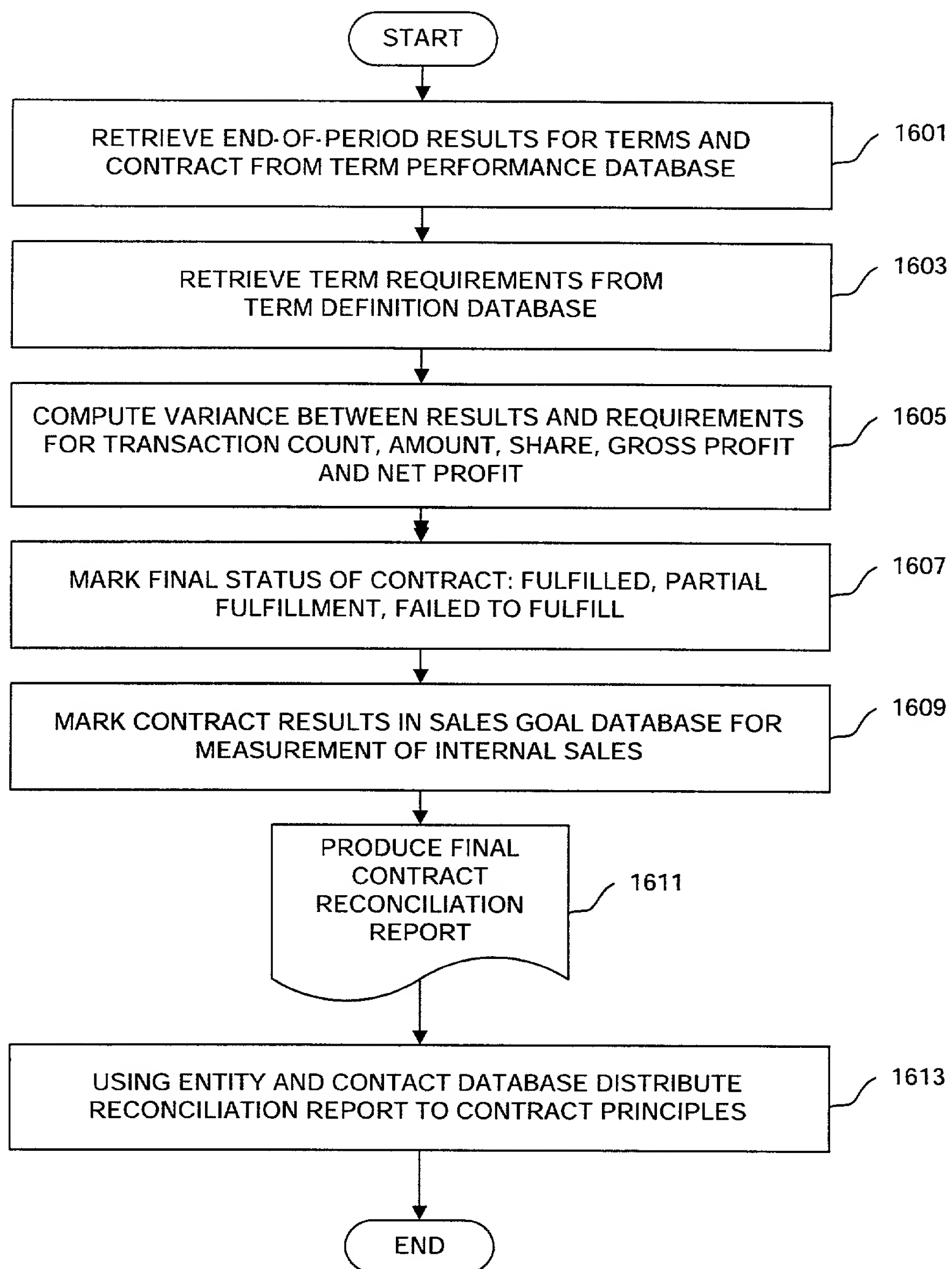


FIGURE 17:
PAYOUT DISCOUNT

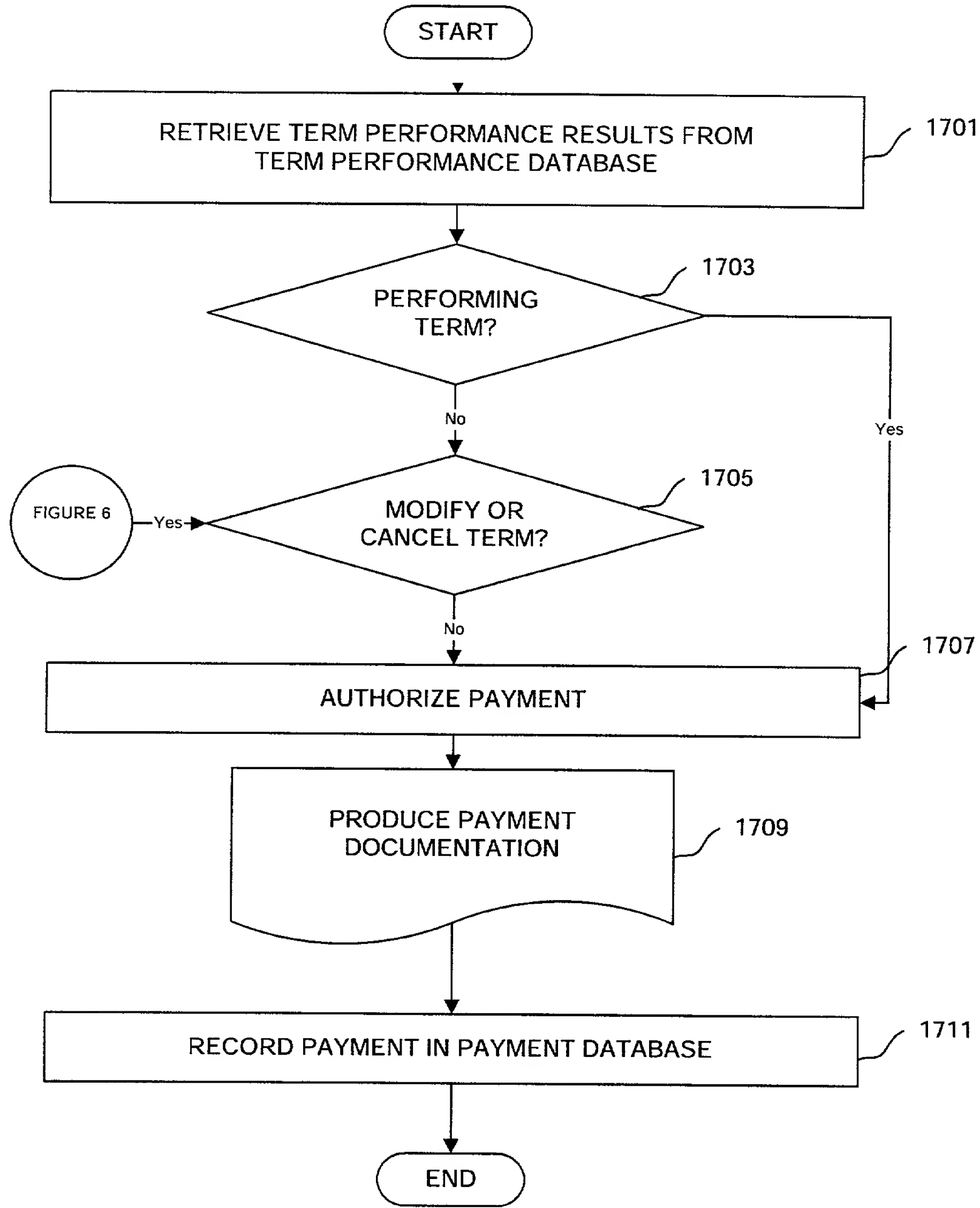
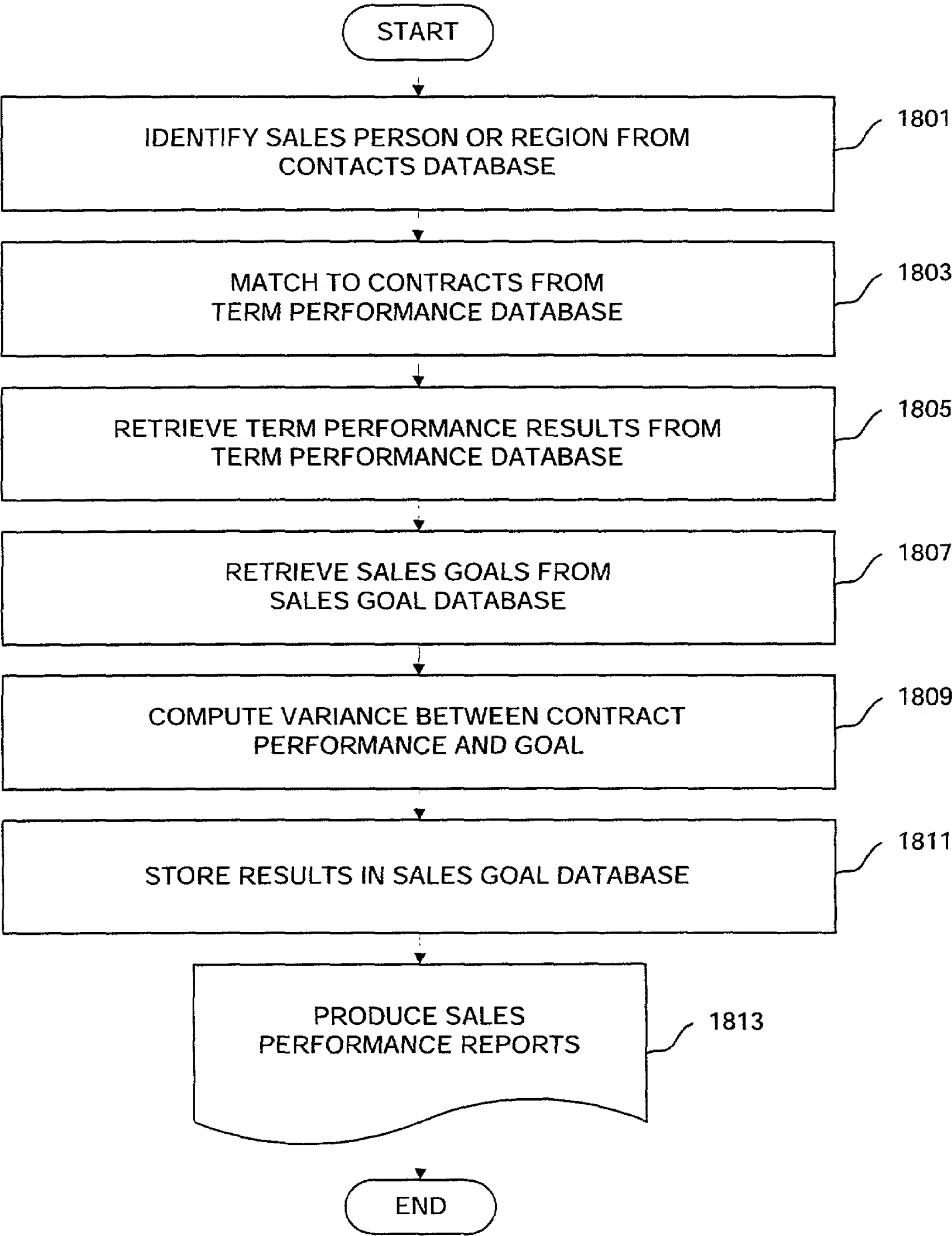


FIGURE 18:
MANAGE SALES GOALS



09764178-050404

FIGURE 19
TRANSACTION DETAIL DATA SCREEN

1903
1905
1907
1909
1911

| | |
|---|---|
| <p>Ticket Number 66044709xx</p> <p>Validating Carrier British Airways</p> <p>Issue Date 01 Jan 2000</p> <p>Passenger Mr John Doe</p> <p>Company ABC Company</p> <p>Data Source Anywhere Travel, Inc</p> <p>Ticket Location 212253xx</p> | <p>PNR Locator BXY245</p> <p>Credit Card Visa</p> <p>Frequent Flyer # BH12345678</p> <p>Tour Code 14BV</p> <p>Commission \$12.00</p> <p>Tax \$8.00</p> <p>Amount \$1,200.00</p> |
|---|---|

Origin & Destination

[Previous](#)
[Next](#)

| | |
|--|---|
| <p>Origin Albuquerque</p> <p>Connection Houston</p> <p>Destination Atlanta</p> <p>Carrier Continental Airlines</p> <p>Operating Carrier Continental Airlines</p> <p>Depart Date 16 Jan 2000</p> <p>Depart Time 7:40 am</p> <p>Arrive Date 16 Jan 2000</p> <p>Arrive Time 2:15 pm</p> <p>Trip duration 4:30</p> | <p>Cabin, Fare Type Business</p> <p>Fare Basis J</p> <p>Ticket Designator 66044709</p> <p>Contract ABC2000 Term US to US</p> <p>Net Amount \$557.00</p> <p>Amount \$600.00</p> <p>Full Fare \$800.00</p> <p>Low Fare \$0.00</p> <p>Discount \$200.00</p> <p>Revenue Per Mile 47</p> |
|--|---|

FIGURE 20
MARKET ANALYSIS SUMMARY SCREEN

2003 2005 2007 2009 2011

New Delete Terms: All View Cabin Gather Refresh

| Term | Market | Cabin | Total Flights | Amount | Host Flights | Host Amount | NAS | Share | Percent of NAS |
|--------------|-----------|-------------|----------------|---------------------|----------------|---------------------|------|-------|----------------|
| US to US | CMH - EWR | Economy | 1,124 | 330,154 | 1,036 | 306,368 | 50% | 92% | 184% |
| US to US | CMH - EWR | Discount | 308 | 35,593 | 296 | 34,676 | 50% | 95% | 192% |
| US to US | CMH - EWR | Economy | 2,020 | 560,058 | 1,972 | 546,075 | 50% | 98% | 196% |
| US to US | CMH - EWR | Discount | 184 | 25,647 | 176 | 24,199 | 50% | 96% | 192% |
| US to US | CVG - EWR | First Class | 8 | 2,971 | 0 | 0 | 38% | 0% | 0% |
| US to US | CVG - EWR | Economy | 2,424 | 717,894 | 764 | 205,627 | 33% | 32% | 97% |
| US to US | CVG - EWR | Discount | 1,956 | 400,478 | 176 | 19,750 | 33% | 9% | 27% |
| US to US | CVG - EWR | Economy | 2,176 | 622,224 | 1,424 | 389,845 | 33% | 65% | 197% |
| US to US | CVG - EWR | Discount | 920 | 172,033 | 140 | 13,925 | 33% | 15% | 45% |
| US to US | DCA - EWR | Economy | 2,424 | 314,900 | 2,424 | 314,900 | 100% | 100% | 100% |
| US to US | DCA - EWR | Discount | 140 | 9,478 | 140 | 9,478 | 100% | 100% | 100% |
| US to US | DCA - EWR | Economy | 7,064 | 906,571 | 7,064 | 906,571 | 100% | 100% | 100% |
| US to US | DCA - EWR | Discount | 280 | 18,891 | 280 | 18,891 | 100% | 100% | 100% |
| US to US | DEN - EWR | First Class | 36 | 23,197 | 8 | 6,510 | 36% | 22% | 61% |
| US to US | DEN - EWR | Economy | 52 | 30,289 | 20 | 12,005 | 37% | 38% | 103% |
| US to US | DEN - EWR | Discount | 3,244 | 915,660 | 500 | 142,976 | 37% | 15% | 41% |
| US to US | DEN - EWR | Economy | 76 | 46,664 | 68 | 41,793 | 37% | 89% | 241% |
| US to US | DEN - EWR | Discount | 6,244 | 1,779,567 | 3,220 | 950,315 | 37% | 52% | 141% |
| US to US | DFW - EWR | First Class | 24 | 13,759 | 12 | 7,789 | 29% | 50% | 172% |
| US to US | DFW - EWR | Economy | 2,808 | 1,392,185 | 1,196 | 586,437 | 30% | 46% | 153% |
| US to US | DFW - EWR | Discount | 1,520 | 383,770 | 2,036 | 208,153 | 30% | 48% | 163% |
| Total | | | 308,904 | \$65,053,280 | 191,512 | \$40,266,812 | | | |

2001

Downloaded from 192.168.1.101

FIGURE 21A
DISCOUNT-ON REQUIREMENTS SCREEN

2103 2105 2107

Setup m

Discount On | Measure On | Financial Terms |

Select

- Cabin
- Carrier, Validating
- Day of Week
- Fare Basis
- Fare Type
- Flight Number
- Market
- Market Pair
- Market Type
- Market Connection
- Market Cross Continent
- Market Cross Country
- Service Class

Operator

Not equal to

Service Class

T

T

Add Remove

Term

| | | |
|---------------|--------------|--|
| Market Pair | Equal to | EWK Newark, NJ/IAD Washington Dulles, EWK Newark, NJ/LAX Los Angeles, CA EWK Newark, NJ/MCO Orlando Intl FL EWK Newark, NJ/MSP Minneapolis, MN EWK Newark, NJ/ORD Chicago O'Hare, IL |
| Cabin | Equal to | First Class Economy |
| Day of Week | Equal to | Monday Tuesday Wednesday Thursday Friday |
| Service Class | Not equal to | T |

Update Remove

2101

FIGURE 21B
MEASURE-ON REQUIREMENTS SCREEN

2111 2113 2115

Setup Term

Discount On Measure On Financial Terms

Select

Cabin
Carrier, Validating
Fare Basis
Fare Type
Market
Market Pair
Market Type
Market, Connection
Market, Cross Continent
Market, Cross Country
Service Class

Direction

☒ Between
☐ Directional

Operator

Equal to

Origin

☒ Airport ☐ Metro
☐ Country ☐ Continent
☐ State ☐ Entity
☐ AirportType ☐ Is Online

EWB Newark, NJ

Destination

☐ Airport ☐ Metro
☒ Country ☐ Continent
☐ State ☐ Entity
☐ AirportType ☐ Is Online

United States

EWB Newark, NJ United States

Add Remove

Update Remove Clone Discount On

2109

FIGURE 21C
FINANCIAL REQUIREMENTS SCREEN

2119 2121 2123 2125 2117

Setup Term

Discount On | Measure On | Financial Terms |

Title

Title

Term Period

Begin Date

End Date

Agency Compensation

Net of Commission

Net of Override

Credit Card

Special Conditions

Discount

Payment

Requirement

Discount

Add

Remove

Requirement

Discount

Analysis Preview

| Criteria | All Carriers | No Deal | Current | Proposed | Incremental |
|-----------------------|--------------|-----------|-------------|-------------|-------------|
| Fair Share | 37 % | | | | |
| Discount | | | 0 % | 20 % | |
| Share | | 17 % | 79 % | 85 % | 6 % |
| Passengers | 16,984 | 2,807 | 13,480 | 14,439 | 959 |
| Average Fare | \$321 | \$337 | \$335 | \$265 | (\$70) |
| Gross Revenue | \$5,454,994 | \$979,509 | \$4,520,016 | \$3,824,801 | \$2,845,292 |
| Net Revenue | | \$608,056 | \$3,883,254 | \$2,452,844 | \$1,844,789 |
| Customer Savings | | | \$0 | \$956,200 | \$956,200 |
| Profit/Savings Ratio | | | | 1.93 | |
| Profit/Dilution Ratio | | | | 4.88 | |
| Fair Share Ratio | | | | 2.30 | |

Check Profitability

Check Share

Acceptable

FIGURE 22:
CONTRACT FORECAST SCREEN

| 2203 | | 2205 | | 2207 | | 2209 | | 2211 | | 2213 | | |
|---------------|----------------------|----------|-------------|---------|----------------|-----------------|------------------|------|--|------|--|--|
| Title | Requirement Measure | Discount | Incremental | Percent | Profit/Savings | Profit/Dilution | Fair Share Ratio | | | | | |
| Newark | 85% Share of Flights | 20% | 1,844,789 | 303% | 1.93 | 4.88 | 2.30 | | | | | |
| North America | 85% Share of Flights | 18% | 519,804 | 26% | 0.55 | 5.04 | 1.12 | | | | | |
| US to Europe | 35% Share of Flights | 12% | 2,295,916 | 30% | 1.03 | 14.92 | 0.85 | | | | | |

| | Amount | Profit/Savings | Profit/Dilution | Fair Share Ratio |
|---------------------------|--------------|----------------|-----------------|------------------|
| No Deal Net Revenue | \$10,291,216 | | | |
| Current Net Revenue | \$34,094,216 | | | |
| Proposed Deal Net Revenue | \$14,951,724 | | | |
| Incremental | \$4,660,508 | 1.1 | 2.8 | |
| Waivers | (\$20,000) | | | |
| Net Profit | \$4,640,508 | 1.1 | 2.8 | 1.0 |

| |
|---------------------|
| Check Profitability |
| Check Share |
| Check Volume |
| Acceptable |

09/04/2004 10:00:00

FIGURE 23:
ACTUAL CONTRACT PERFORMANCE SCREEN

| Contract Term | Host Flights | Market Share | Host Net Amount | Market Share | Measure | Requirement | Variance | Fulfilled |
|----------------------------|--------------|--------------|-----------------|--------------|------------------|-------------|----------|-----------|
| ABC Company | | | | | | | | |
| US48-US48 | 27,010 | 83% | \$5,492,928 | 87% | Share of Flights | 74% | -11% | No |
| IAH-DomesticMarkets | 7,588 | 86% | 1,753,937 | 88% | Share of Flights | 92% | 6% | No |
| IAH-LGW/CDG/MAN Term | 1,854 | 93% | 3,481,248 | 92% | Share of Flights | 88% | 5% | Yes |
| US48-Canada/LatinAm/Mexico | 481 | 44% | 392,840 | 53% | No Requirement | 0 | 0% | Yes |
| US48-Europe | 250 | 36% | 444,032 | 34% | No Requirement | 0 | 0% | Yes |
| IAH-MTY/MEX | 193 | 100% | 38,442 | 100% | Share of Flights | 99% | 1% | Yes |
| IAH-BRU/FRA/LHR Term | 35 | 53% | 55,382 | 51% | Share of Flights | 80% | -7% | No |
| US48-AMS Term | 23 | 17% | 37,299 | 18% | Share of Flights | 20% | -3% | No |
| Total | 37,443 | 87% | \$11,676,116 | 71% | | | | |
| Minimum | 42,775 | | \$12,179,070 | | | | | |
| Contract Performance | -5,332 | 14% | \$502,954 | 4% | | | | No |